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# THE AMERICAN ELEVATOR AND GRAIN TRADE

Established 1882.

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Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn St., Chicago, Ill., July 15, 1919

NO. 1

Our Ways and Our Means  
Encourage Patronage

**McKenna & Rodgers**

Grain Merchants  
Consignments

60 BOARD OF TRADE  
CHICAGO

We Meet Your Needs in Deeds

**TAYLOR & BOURNIQUE CO.**

Grain Merchants  
MILWAUKEE, WISCONSIN

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Elevator Capacity  
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Quality and Uniformity.

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Mail Samples for Top Market Bids

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Covers all markets. Ask for the weekly or  
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Established 32 Years

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**Courteen Seed Co.**

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**CLOVER and TIMOTHY  
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SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested





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## GRAIN ELEVATOR BELTS

*—for Carrying Your Wheat*

There is no way in which Rubber serves Industry better than in the Rubber Grain Conveying Belt.

Our "GRAINVEY" Conveying Belt, and the "ELEVAY" Bucket Elevator Belt, are made to last. They are flexible and tough. They run so straight and true there is no unnecessary wear. No spillage. Wherever you want a constant stream of grain placed, these belts will deposit it without fuss, trouble or the slightest injury to the grain.

As made by The Diamond Rubber Company, these belts perform work that wins the admiration of the most exacting elevator superintendent.

Our experience with many large elevators is at your service. Send us particulars and let us give you a complete estimate for equipping your plant the Diamond way.

THE DIAMOND RUBBER COMPANY, Inc.

Distributors Everywhere  
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# Sweet are the uses of Adversity



"Western" Rolling Corn Screen Cleaner

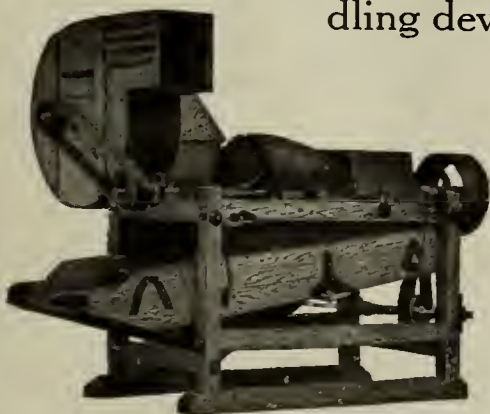


"Western" Pitless Warehouse Sheller

The philosopher who wrote the foregoing meant it to apply as a spiritual principle, not a material one. It certainly cannot refer to your Elevator Machinery. Any adversity that happens about the plant on a busy morning, which interferes with its successful operation, is very bitter. Therefore it behooves to get the right line of machinery in the first place.

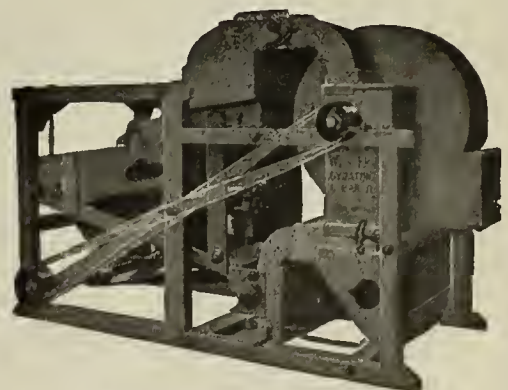
## The Western Line

Assures you continued, satisfactory and economical operation of your plant. It's built to stand all reasonable demands made upon it. That's why you find "Western" in so many grain elevators in all parts of the country, why "Western" means, among grain elevator operators, the very best that can be secured in grain cleaning and handling devices of every character.



"Western" Warehouse Combined Sheller

We invite correspondence. Our services, descriptive catalogs, etc., are at all times at your disposal.



"Western" Gyrating Cleaner

# UNION IRON WORKS

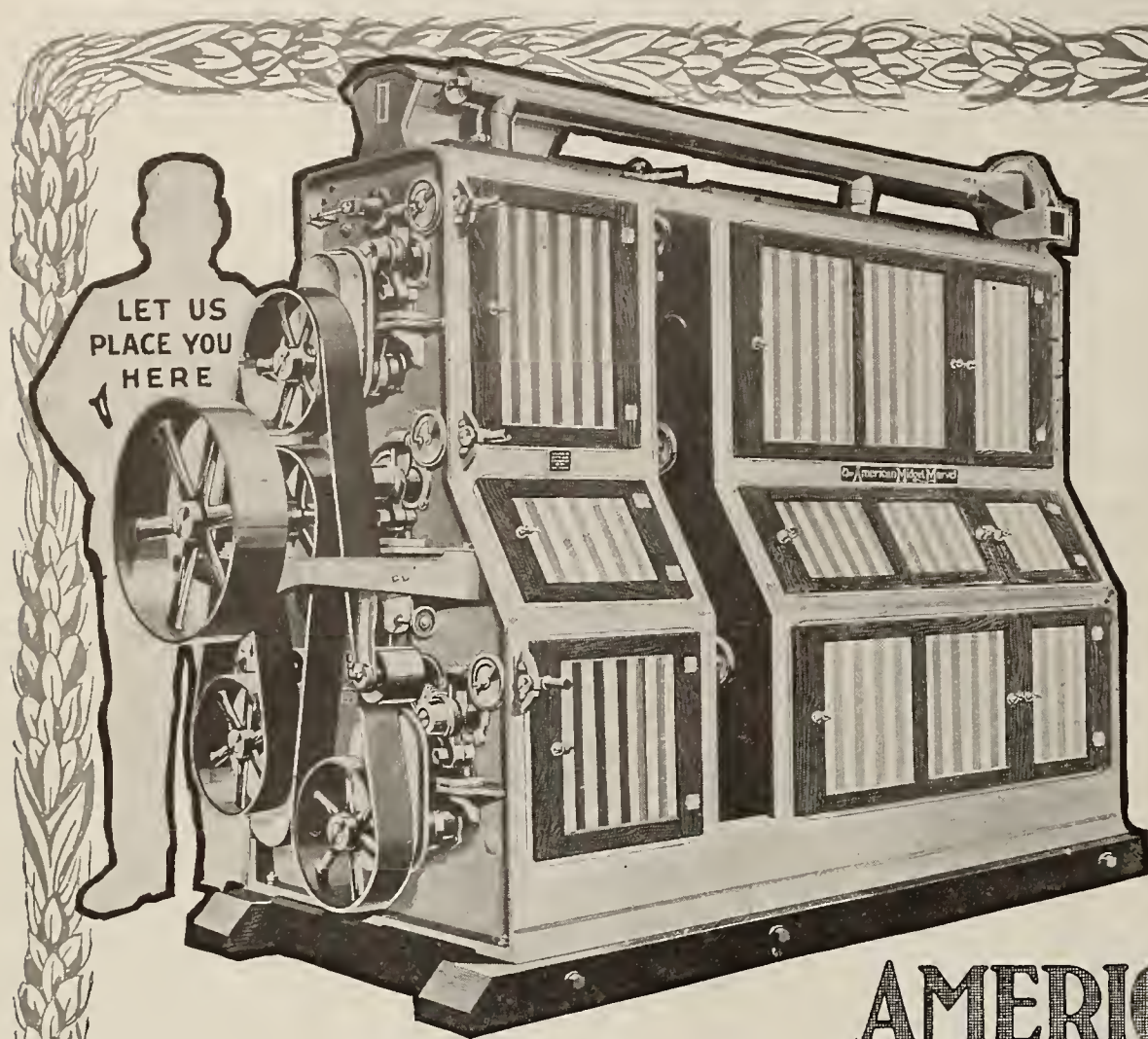
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Complete Line of Shellers and Cleaners Kept at

1400-1402 West 12th Street

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# 8 Years OF SOLID SUCCESS

has earned the

## AMERICAN "MIDGET" MARVEL MILL

### The British War Office

in London has erected the largest American "Midget" Marvel Mill ever built. It consists of ten units of 60 bbls. each giving a daily capacity of 600 barrels. This plant is making a quality of flour that cannot be beaten and is making it cheaper than any other mill in England.

The success of this mill induced the War Office to order a nine-unit plant of 60 bbls. each making a total capacity of 540 bbls. for their department at Bagdad, Mesopotamia. This new mill is now in the course of construction.

Here in America the "Midget" Marvel is revolutionizing flour milling.

its enviable reputation. Recognized by milling experts as the most remarkable milling unit ever produced, the "Midget" Marvel has gained world-wide approval.

The day of the small long system mill, with its heavy overhead, high consumption of power and labor and its wasteful methods is past.

The American (Midget) Marvel with its economy of operation, its high yield of creamy, rich flour has put the small mill on a highly profitable and competitive basis.

Today more than 1600 of these mills are in operation in this country. Their owners are making unusual profits because they are making "a better barrel of flour cheaper."

We maintain a Service Department composed of the best milling talent in the country for the free use of "Midget" Marvel owners. They also have the privilege of using our nationally advertised brand

### "FLAVO" (America's Community) FLOUR

Write today for a list of our mills in your state. We would like for you to see them in operation.

*Manufactured in seven different capacities—  
15, 25, 40, 50, 60, 75 and 100 barrels per day.*

***Sold on Thirty Days' Free Trial and with the  
Strongest Guarantee Ever Given a Flour Mill.***

Our prices and liberal terms make it possible for a man with a small amount of money to go into this profitable business. Write today for a free copy of "The Story of a Wonderful Flour Mill." You will find it most interesting.

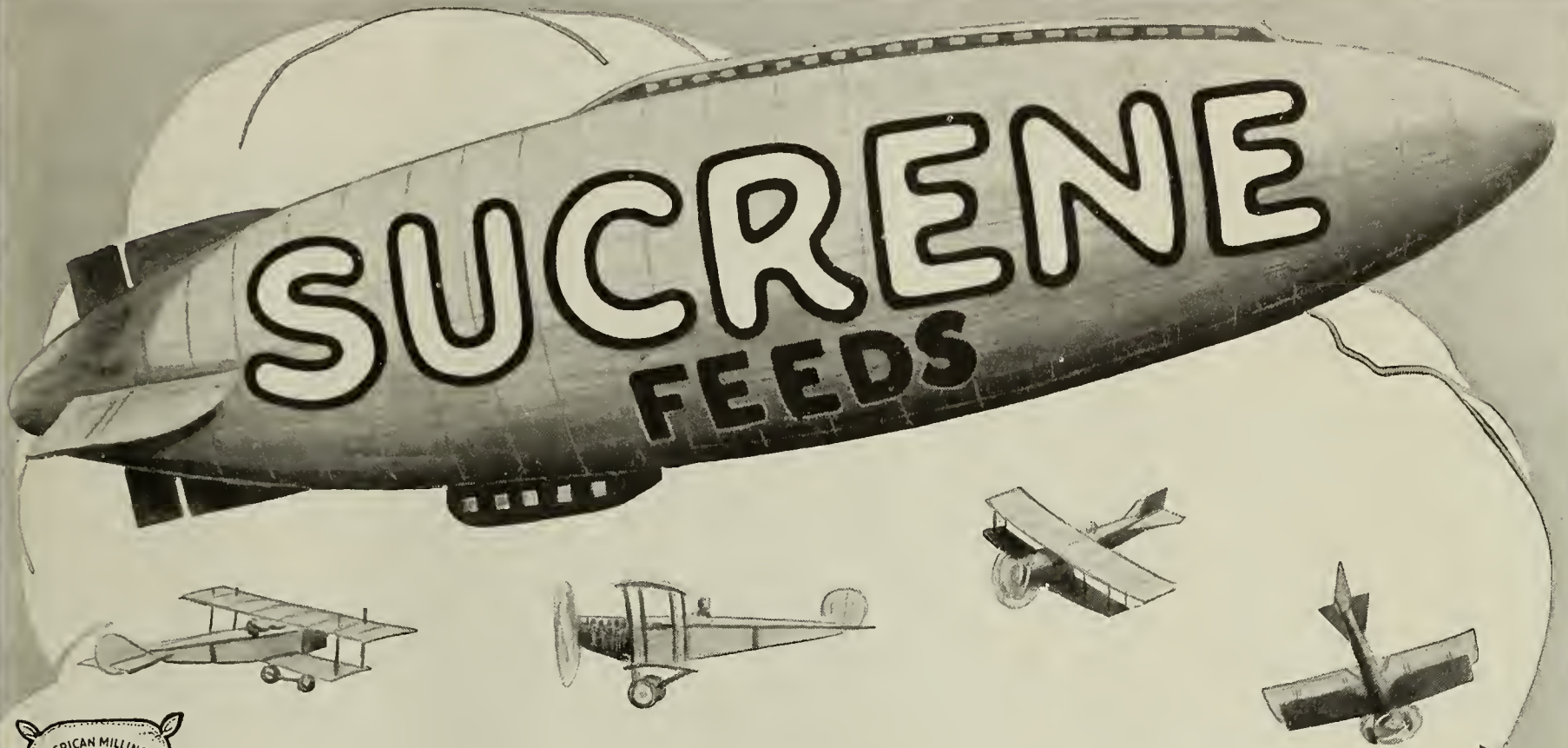
**ANGLO-AMERICAN MILL CO.**

586-592 Trust Building

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## Above All Others

Hold your leadership in the feed business with the recognized Standard Sucrene Line. The long standing reputation of these feeds for result-producing quality is firmly established. Feeders of live stock and poultry will not be satisfied with "substitutes."

### Cooperation Gets the Business Sucrene Quality Holds It

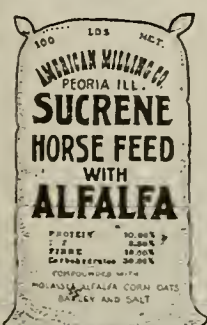
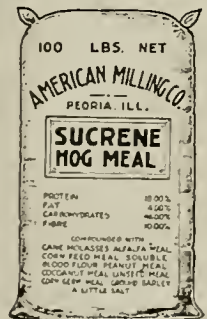
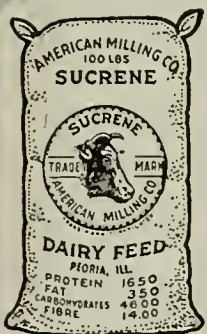
With the completion of our new mill in the near future—the greatest and most modern exclusive feed mill in America—we will be able to take better care of the trade than ever before, with quality feeds at money-making prices.

Orders for the complete line of Sucrene Poultry Scratch Feeds are solicited and will be promptly filled. Address main office.

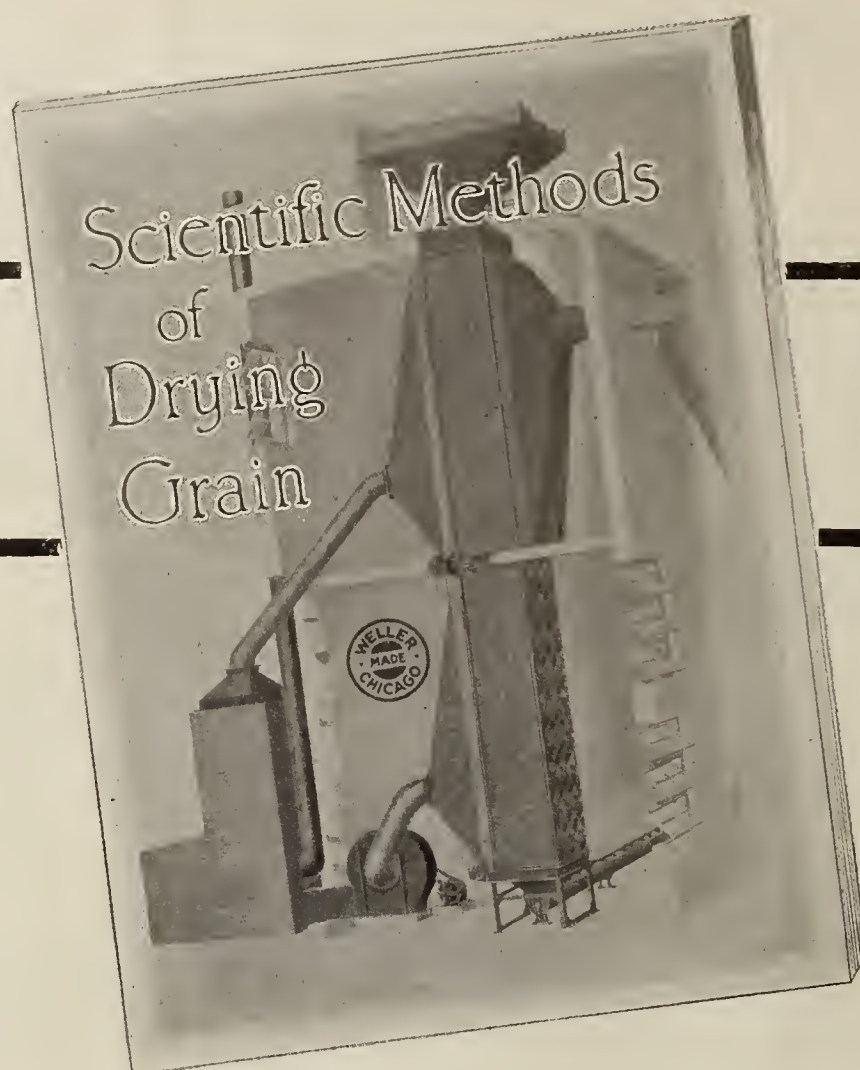
## American Milling Company

Main Office and Mills:  
Southern Mill:

Peoria, Illinois  
Owensboro, Ky.







## Here's a New Book About Dryers and Coolers

EVERY elevator and mill man in America should have a copy of this, our latest Dryer and Cooler Book.

It tells you new things and better ways of handling grain between the ripening of the crops and final delivery to the terminal points or milling processes. It has taken months of careful preparation to get it ready for you.

It illustrates and describes Weller Rotary and Continuous Dryers and Coolers, representing the long experience of our own engineering department plus that of some of the most noted engineers, designers, and operators of elevators and mills of every size in the country.

This Book, Bulletin F-101, is not the usual catalog of illustrations and specifications. It is a book you should read and have for ready reference at all times.

You need this book NOW. Send for it today. Ask for

**Bulletin F-101**

**Weller Manufacturing Co.,** 1856 N. Kostner Ave.  
CHICAGO, ILLINOIS

*Manufacturers of*

**Weller** *Industrial* **Equipment**





# Conveyor Belts



**G**RAINSTER Conveyor Belts and GRAINSTER Elevator Belts are built especially for the conditions of the modern grain elevator.

GRAINSTER Belts combine the skill and experience of five leading rubber belt factories which have specialized on Elevator and Conveyor Belting for Grain Elevators for many years.

These factories produced the first belts ever used in handling grain, and they have ever since kept pace with the increasing demands of grain elevator service.

GRAINSTER Belts represent the latest advanced step in this five-factory development of belt service for grain handling.

**United States Rubber Company**



# CINCINNATI

## THE NATION'S HAY CENTER



**C**INCINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

Look at the map and market your hay through any of the following responsible members of the

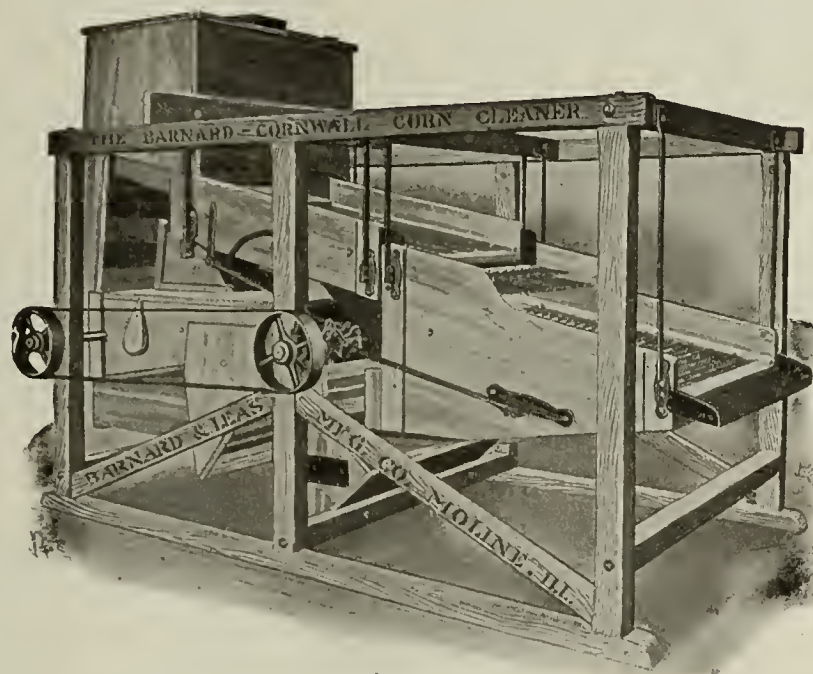
### Cincinnati Grain & Hay Exchange

Brouse-Skidmore Grain Co., The  
Early & Daniel Co., The  
Fitzgerald Bros. Co., The  
De Mollet Grain Co.  
Eikenberry-Fitzgerald Co., The

Blumenthal, Max  
Gowling, Alfred  
Costello Grain & Hay Co., The Joseph F.  
Gale-McMillen Hay Co.  
Dorsel Grain Co., The  
Cleveland Grain Co., The

Granger, Dan B., & Co.  
Bunting & Hill Co., The  
Cross Co., The D. O.  
Gray & Co., Ralph  
Bender, A.





*Barnard-Cornwall  
Corn Cleaner*

## You Win! How?

by equipping your elevator or corn mill with a Barnard-Cornwall Corn Cleaner. It is the only shaker corn cleaner made that removes the small cob ends and pieces of cob always present in corn cleaned by other machines. This valuable feature is accomplished by the use of our patent finger sieve, which is of special construction and is the only form of sieve that will not clog.

This machine is essentially a corn cleaner but is also adapted for first cleaning of other kinds of grain, such as wheat, oats, etc., by first changing the sieves, and is a very good receiving separator. It is dustless, light-running and durable, never clogs, saves the screenings for feed, cleans the corn thoroughly in one operation, and is in every respect the ideal corn cleaner.

*Our Big FREE Catalog will help solve your problems.*

Everything complete for your elevator from pit to roof at "Direct to you from Factory" prices. Orders promptly filled.

**BARNARD & LEAS MFG. CO.**  
**MILL BUILDERS AND**  
**MILL FURNISHERS**  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.







*We are into our stride—We are down  
to ring-side weight—We are  
playing the Big Time*

**Our Receipts for 1918:**

Wheat, 6,728,750 bushels  
Corn, 21,566,500 bushels  
Oats, 17,810,350 bushels  
Rye, 856,250 bushels

Receipts are now running on a yearly average: Corn, 25,000,000 bushels; oats, 18,000,000 bushels; rye, 900,000 bushels.

We take this occasion to express our deep appreciation of the confidence and good will of the many, many shippers to the Indianapolis market, enabling it to make such rapid growth during the past few years, and we wish also to assure all our friends that in **enterprise, ability, service** and **constant watchfulness** of your interests you will always find

**INDIANAPOLIS MARKET AT THE TOP**

Ship your grain and hay to any of the following firms—  
all members of the

**INDIANAPOLIS BOARD OF TRADE**

ACME-EVANS CO., Wheat, Flour, Feeds  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Receivers, Shippers  
BERT A. BOYD GRAIN CO., Grain Commission  
BLANTON MILLING CO., Buyers of Wheat  
CLEVELAND GRAIN CO., Grain Commission  
P. M. GALE GRAIN CO., Grain, Feed  
A. E. and H. E. HARTLEY, Grain Commission  
HEINMILLER GRAIN CO., Receivers and Shippers  
HAYWARD-RICH GRAIN CO., Commission, Brokerage  
HILL, LEW, Strictly Commission  
HOOSIER GRAIN CO., Consignments only  
KENDRICK & SLOAN CO., Hay and Grain

H. E. KINNEY GRAIN CO., Receivers and Shippers  
LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE & BLACK, Grain Merchants  
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
MONTGOMERY & TOMPKINS, Grain Commission  
PROBST KASSEBAUM, Hay, Grain, Feed  
SAWYERS GRAIN CO., Consignments, Commission and  
Brokerage  
URMSTON GRAIN CO., Receivers and Shippers  
E. W. WAGNER & CO., Receivers and Shippers  
FRANK A. WITT, Grain Commission and Brokerage



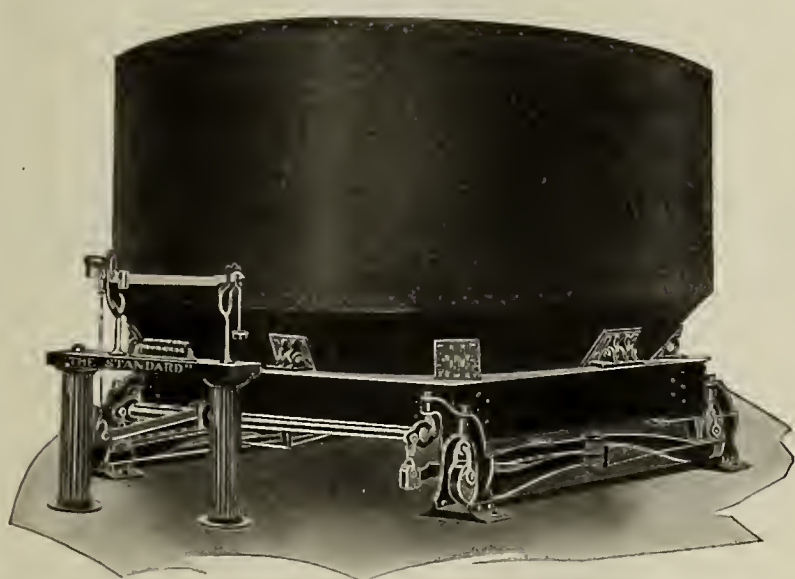
# "The Standard" Scales

## For Grain Elevators

Accurate

Dependable

Durable



THE most important point about a scale is accuracy. The quality of accuracy is in-built in "The Standard" Scales. Every one must be right, for if a scale does not weigh accurately, it doesn't weigh at all, it only approximates.

"THE STANDARD" Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name "The Standard" is your guarantee of the very highest quality in scale construction.



EVERY type of scale used in Grain Elevators and Flour Mills is included in "The Standard" line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.



SEND today for our latest Scale Catalogue No. 73. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

# The Standard Scale & Supply Company

1631 Liberty Avenue, Pittsburgh, Pa.

NEW YORK  
145 Chambers St.

PHILADELPHIA  
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CLEVELAND  
1547 Columbus Rd.

CHICAGO  
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BALTIMORE  
409 N. Gay St.







# You'll Do Better in Toledo

## OUR

splendid location and facilities makes it advantageous for shippers and buyers of grain to give us their patronage.

Let us handle your

## WHEAT

shipments this season. Our service satisfies.

## RICE GRAIN CO.

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Produce Exchange TOLEDO, OHIO  
S. L. Rice, Pres. Geo. D. Woodman, Mgr.

## Start Season Right!

**FAVOR**

## C. A. KING & CO.

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*Born 1846 Still Going  
Our Boy Solomon Talks for Them*

Consignments and Futures a Specialty  
Since 1887

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**SEED—GRAIN**

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Members—Toledo-Chicago Exchange

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Receivers and Shippers of  
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TOP NOTCH SERVICE

*We Solicit Your Consignments*

## THE YOUNG GRAIN CO.

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P. M. Barnes J. W. Young

## The East Side Iron Elevator Company

(Incorporated 1895)

On Lake Shore Railway with 22 Railroad Connections

Storage Capacity 1,500,000 Bushels

Marine Unloading Capacity 10,000 per hour

Toledo's Public Grain Elevator, handling all Grades  
of Grain by Rail or Water

W. A. Boardman, Secy. and Mgr.

904 2nd National Bank Bldg.

TOLEDO, OHIO

## JOHN WICKENHISER & CO.

TOLEDO, OHIO

In the market every day for

## GRAIN

Handle consignments and trades in futures  
Our service will please you

*Members Toledo Produce Exchange and Chicago  
Board of Trade.*

## THE RAYMOND P. LIPE CO.

Receivers and Shippers  
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Always in the market for

## HAY, OATS, EAR and SHELLED CORN

We Solicit Your Consignments of  
Grain and Seeds

MEMBERS TOLEDO PRODUCE EXCHANGE and CHICAGO BOARD OF TRADE

## The Paddock Hodge Company

## GRAIN MERCHANTS

Toledo, Ohio

*Write, Wire or Phone Us When  
You Want to Trade*

## Get Our Wheat Bids

Consign if you prefer. "Consignments to Southworth pays best." Whatever method you choose you're assured maximum prices and Southworth Service.

*Ask for Sample Copy of Southworth's Weekly Review*

## Southworth & Company

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Kenton D. Keilholtz  
John W. Luscombe  
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Joe L. Doering

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Toledo Produce Exchange  
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Buffalo Corn Exchange

## "Send it to Zahm"

## J. F. ZAHM & COMPANY

Toledo, Ohio



Send us a sample of  
your  
**Milling Wheat**

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Our exceptional facilities are at your service.

Every Department of  
the Grain Business is a  
speciality with us.

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*Phone, write or wire nearest  
office.*

**J. Rosenbaum Grain Co.**

CHICAGO	NEW YORK
KANSAS CITY	OMAHA
GALVESTON	FT. WORTH
OKLAHOMA CITY	



# REXALL

## DOUBLE - STITCHED

# BELTING

## Belting Standardization That Means Extra Service

**S**TANDARDIZATION in manufacture plays an important and vital part in the service of REXALL Double-Stitched Conveyor BELTS. Each step in the process of building REXALL BELTS, regardless of size, is planned with regard to our standards of material and workmanship, and in full accord with the specific type of work that the individual belt will have to do. These standards call for better raw materials and more exactness and thoroughness in the making. The result is, there are more manufacturing extras in REXALL BELTS than in any other fabric Conveyor belting. More is put into them—you get more service out of them.

### REXALL Standardization

**Heaviest Fabric Practicable**—37½-oz. fabric, triple-tested for evenness of weave, strength and elasticity.

**Double-stitched and Inner-locked**—The inner plies forming the core are lock-stitched together and when the cover is put on it is stitched again, this time through both core and casing together.

**Special Process of Impregnation**—A specially compounded gum is used. Every fibre of the fabric is thoroughly impreg-

nated while compound is temporarily liquefied. Resists cold, heat, moisture, internal friction and external wear, over long periods. REXALL BELTS are free from weather troubles.

**Gradual Factory Stretch**—REXALL BELTS are gradually stretched by a system approximating actual service conditions as closely as possible, so the life and strength are retained.

Where other manufacturers stretch their belts in a few days, we take as many weeks.

### Our Standard Belts

ANTISULPHO  
REXALL  
SAHARA  
SANITAL  
KARLITE  
IBECO  
SUBMARINE  
O AND G

A comparison of service rendered by REXALL Conveyor BELTS with others in the grain industry will show the value of REXALL BELTS in the longer service and greater tonnage which standardization practically guarantees.

### Imperial Belting Company

General Offices: Lincoln and Kinzie Sts.  
CHICAGO

#### BRANCH OFFICES:

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512 Hippodrome Bldg.  
Cleveland, Ohio

924 Kearns Bldg.  
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112 Market Street  
Pittsburgh, Pa.

### Antisulpho Belts

Consult with our engineering staff if you wish assistance in solving a difficult or unusual Conveying problem. This service is offered without obligating you in any way.

**Antisulpho Belts are especially impregnated for bleachery service.**





"Follow the Flag"



BIG FOUR ELEVATOR AT INDIANAPOLIS, IND.

Owned and Operated by

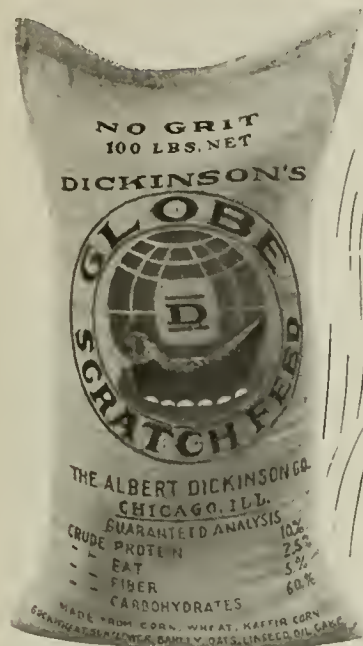
**URMSTON**  
GRAIN COMPANY

MEMBERS OF  
INDIANAPOLIS BOARD OF TRADE  
GRAIN DEALERS' NATIONAL ASSOCIATION  
NATIONAL HAY ASSOCIATION  
INDIANA GRAIN DEALERS' ASSOCIATION  
BUFFALO CORN EXCHANGE  
ILLINOIS GRAIN DEALERS' ASSOCIATION

INDIANAPOLIS  
COMMISSION

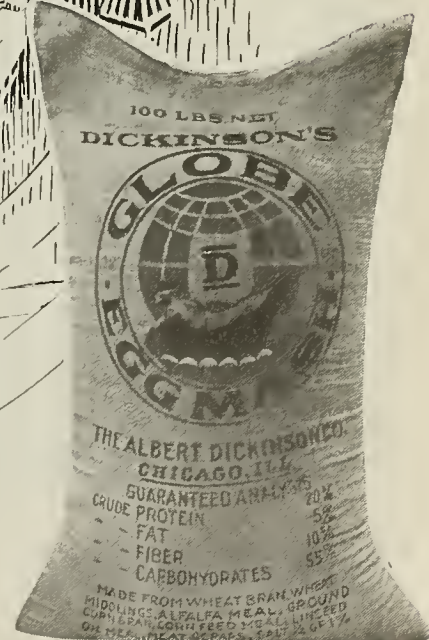
BUFFALO  
COMMISSION





Our Poultry and Stock Feed Department backed by one of the best equipped plants in the country is constantly endeavoring to anticipate your needs. Feeds of quality at reasonable prices and prompt service are our aims.

**THE ALBERT DICKINSON CO.**  
MINNEAPOLIS CHICAGO







400,000 BUSHEL ELEVATOR

FOR

## Postum Cereal Co.

Battle Creek, Mich.

MAKERS OF

POST TOASTIES, POSTUM CEREAL  
AND GRAPENUTS

### "There's A Reason"

### Macdonald Engineering Company

53 W. Jackson Boulevard, Chicago

## ARE YOU READY—

for the 1919 wheat crop? Have you sufficient storage capacity? Are your bins safe from fire, wind and lightning?

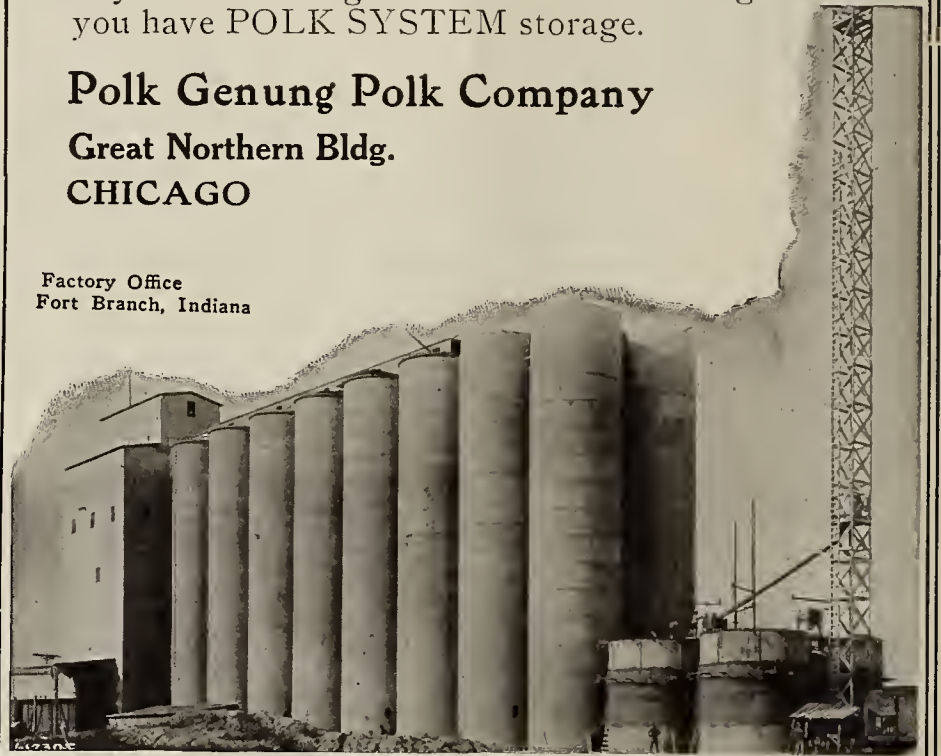
Don't build until you have investigated the POLK SYSTEM of monolithic concrete storage construction.

Don't let your contract until you have figured on the economy of owning a POLK SYSTEM all-steel storage machine and building your bins as your business grows. It is bound to grow if you have POLK SYSTEM storage.

### Polk Genung Polk Company

Great Northern Bldg.

CHICAGO

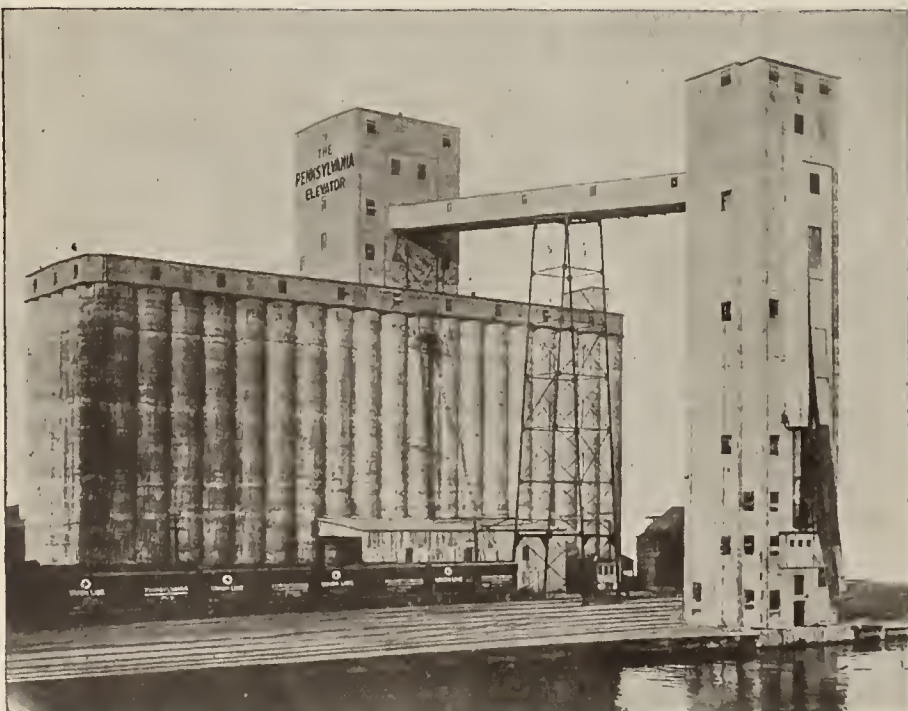
Factory Office  
Fort Branch, Indiana

## FOLWELL-AHLSSKOG CO.

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*Designers and Builders*

OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works

PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

## Reinforced Concrete Storage

TWO MILLION BUSHEL CAPACITY

*Cedar Rapids, Iowa Plant*

### THE QUAKER OATS COMPANY

*Designed and Built by*

### LEONARD CONSTRUCTION COMPANY

### ENGINEERS and CONSTRUCTORS

McCormick Bldg.  
CHICAGO6 Church Street  
NEW YORK*We Invite Your Inquiries*



**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.*Write us for designs and estimates*

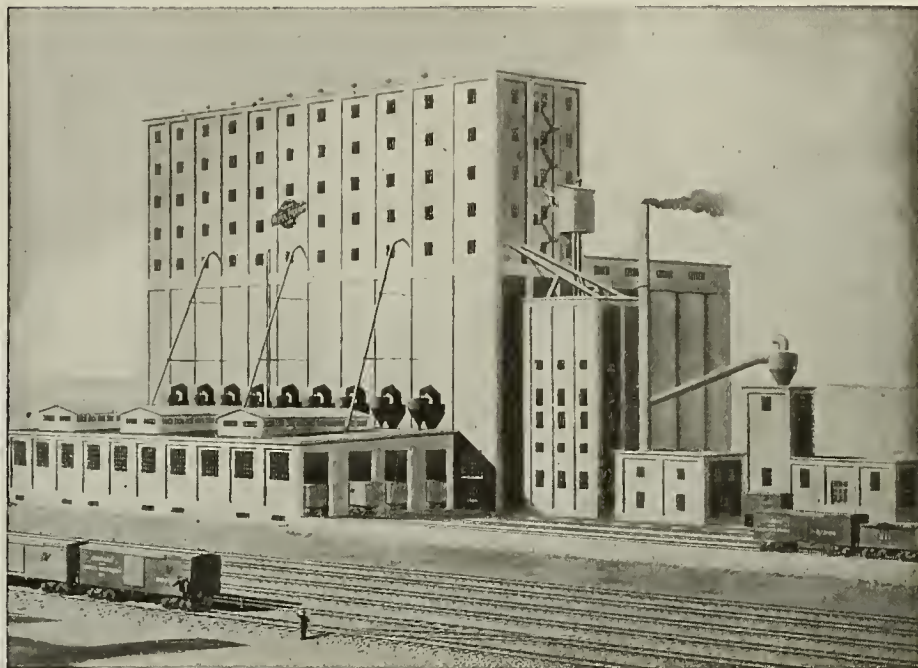
We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Updike  
Grain Company of Omaha, Neb.Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.*Designs and estimates promptly furnished***Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

**MONARCH**Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and PricesOne of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.****MONARCH ENGINEERING CO.****BUFFALO, N. Y.****The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.*Write for Designs and Estimates*

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Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

**Recently Completed**

**Capacity 500,000 Bushels**

**Designing and Consulting Engineers for Entire Work**

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**GRAIN ELEVATOR ENGINEERS**

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**WALLS, BINS and GRAIN ELEVATORS**

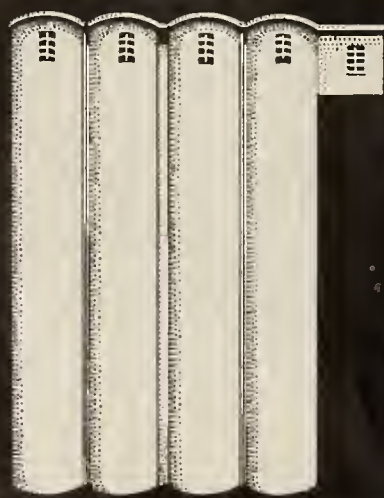
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Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

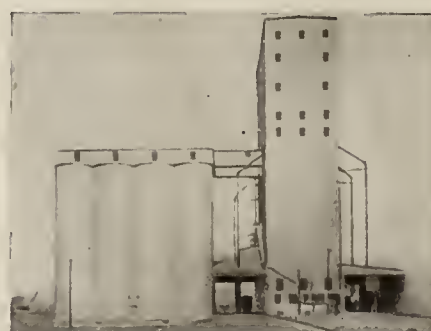
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**CLEAR the DECKS—Now for 1919**



Kansas City Southern Ry. Terminal Elevator

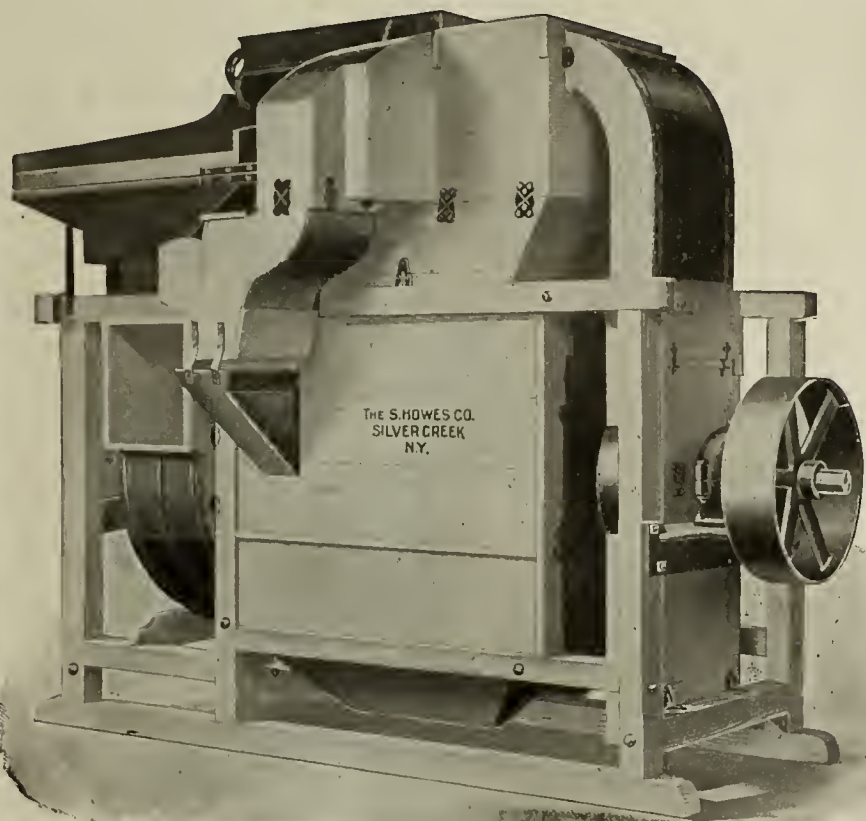
We have never entered into any year better equipped to serve our patrons than 1919 finds us. Our engineering and construction organization is at the top notch of efficiency.

Consult us for large or small elevators, flour mills, warehouses, etc., etc.

*We build in concrete or wood.*

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The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

## EUREKA OAT CLIPPERS

have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.



"Eureka"  
Oat Clipper

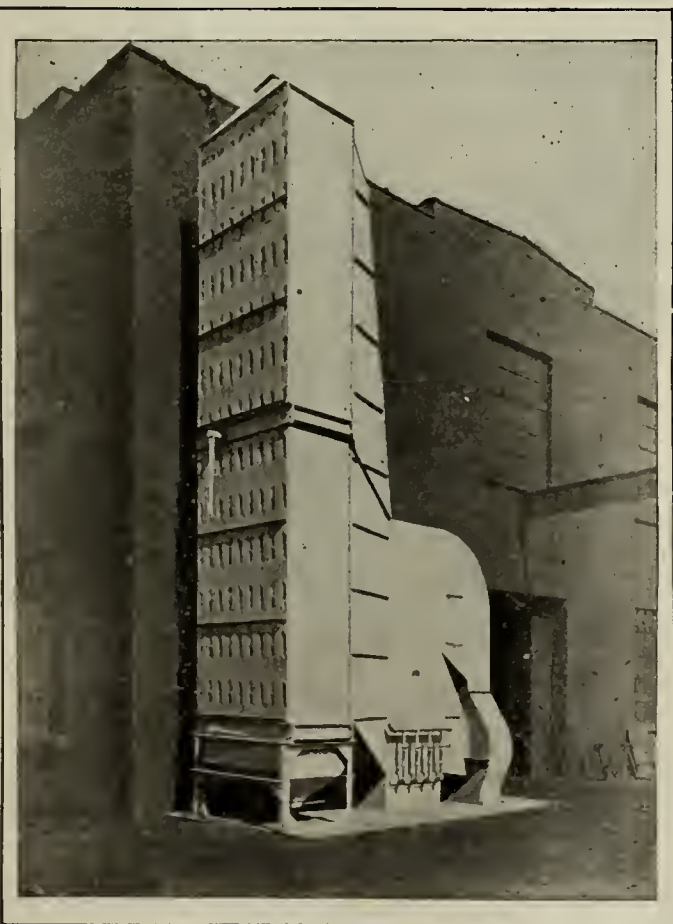


with Ball Bearings

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PORTABLE DRIER NO. 2-10-10

## GRAIN DRIERS *for*

WHEAT	BEANS
CORN	RICE
OATS	PEANUTS

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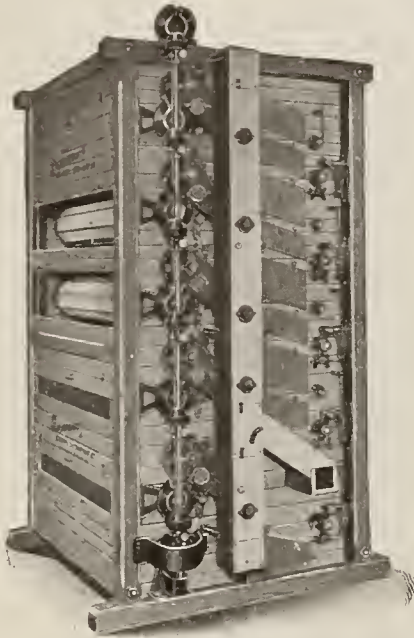
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# A Universal Favorite With Terminal Houses

## These Facts Will Interest You



No. 5—48-inch Richardson Plain  
Oat Separator

The Richardson makes practically a perfect separation of oats from wheat or wheat from oats.

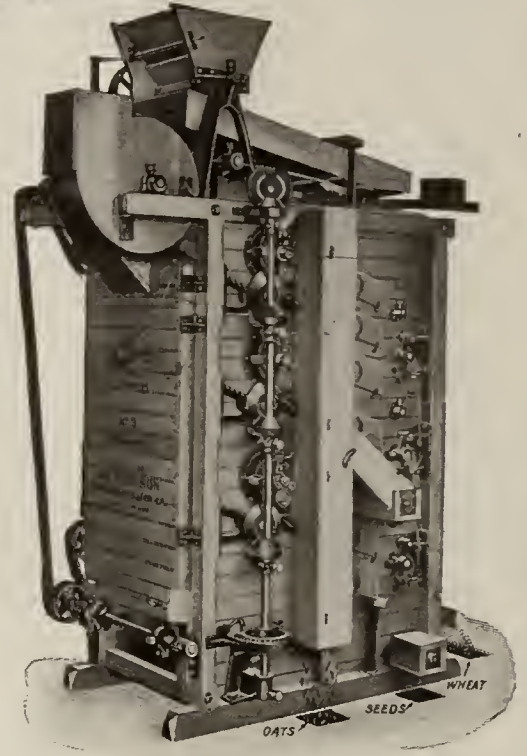
Requires little floor space and power.

Needs little attention. The new center lug aprons run years without attention.

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No House Complete  
Without Richardson Results

Let Us Furnish the Proof



Equipped With Scalper Suction  
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Your money invested in the practical labor, time and money-saving features of SIDNEY shellers is bound to prove profitable. We particularly emphasize the construction. The frame is made of extra heavy and well seasoned timber firmly mortised and bolted. All castings are of the best grade of grey iron, shelling surfaces are extra heavy and thoroughly chilled, thus insuring long and effective service.



Sidney Combined Sheller and Boot Without Takeups

Note the many advantages of the SIDNEY combined sheller and boot. This machine is a combination of our regular sheller and elevator boot. Requires no expensive hopping under sheller to boot and also eliminates the deep pit or tank under the elevator, which is always a source of much trouble and expense to the elevator owner. In actual tests this sheller has proven the best on the market.

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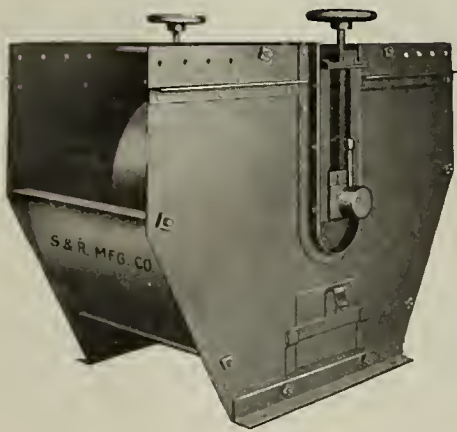
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Cast Iron Turnhead



Style A Steel Elevator Boot

In grain elevators, both large and small, in all parts of the country, Skillin & Richards machinery has demonstrated its superiority as transmission equipment and as the most satisfactory devices known for the rapid handling of materials

Our new catalog No. 18 comprises almost 600 pages and lists, in part:

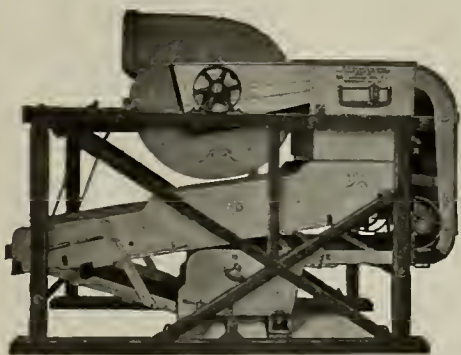
Elevator Buckets	Steel Lagging
Clark Shovels	Turn Heads
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Link Belting	Flexible Spouts
Wire Rope Sheaves	Belt Tighteners
Elevator Head Pulleys	Belt Conveyors
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**Skillin & Richards Mfg. Co.**

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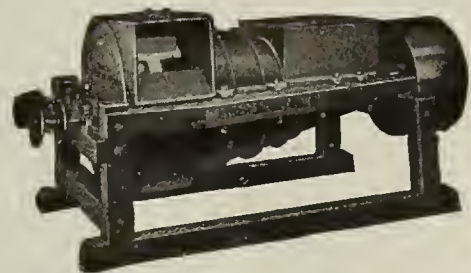
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The U. S. Grain Cleaner



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# Monarch Buckwheat Grain Company

Cumberland, Md.

Producers *and* Exporters  
Buckwheat Grain Exclusively

*Car Lots Only*

JAPANESE and SILVER HULL VARIETIES

REASONABLY CLEAN—From the Fields to you Direct  
RECLEANED BUCKWHEAT—IF PREFERRED—ASK FOR SAMPLES  
BUCKWHEAT FOR SEEDING PURPOSES

*COMMUNICATE—Would be glad to keep you posted relative to possible conditions, yield and price as NEW CROP progresses, without obligation to you. We operate in Maryland, Pennsylvania, Virginia and West Virginia.*

*POSITIVE OUR SERVICE WILL SATISFY YOU*

REFERENCES—Second National Bank, Third National Bank, Cumberland, Md.

## Is It Built On the Reliance Plan?



30,000-Bushel Elevator Built for the Covington Grain Company at Foster, Ind.

The above is a very important question today when a poorly built or equipped grain elevator means a handicap that is difficult to overcome.

### Reliance Modern Construction

means a structure and an arrangement of machinery that is a guarantee of efficiency and economy in handling both incoming and outgoing grain. Repeat orders are the best proof of merit. The grain elevator shown in this advertisement is the third house we have built for the Covington Grain Company.

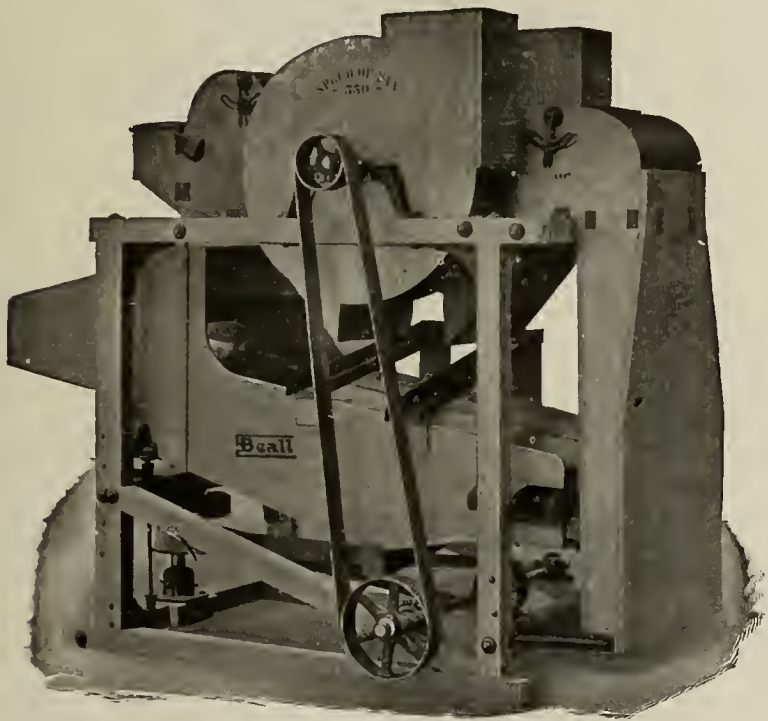
### We Build Both Wood and Concrete

Indications are looking forward to the gathering of a large harvest. Be ready for it. Write today.

**Reliance Construction Company, Indianapolis, Ind.**



# Our Quality Guarantee Back of the Beall



BUILT IN TEN SIZES.

The BEALL Warehouse and Elevator Separator has points of Superiority that have commended it to grain elevator operators in all parts of the country.

**Beall**  
THE MARK OF QUALITY

Separators are guarantees of perfect service and reliability, and it will more than pay you to get the facts regarding their efficiency.

Write for descriptive catalog.

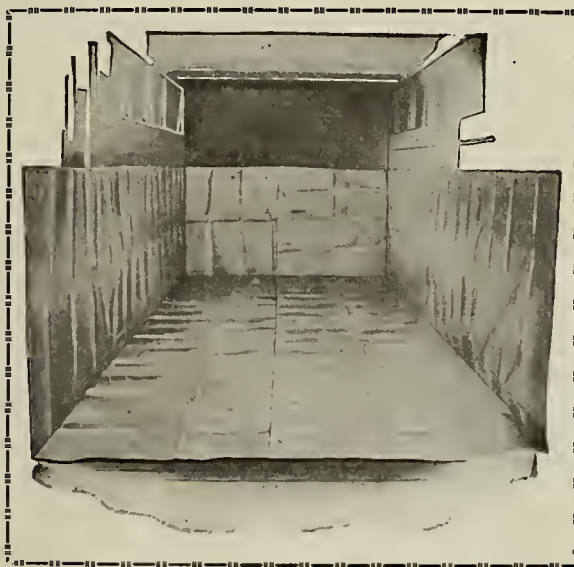
## THE BEALL IMPROVEMENTS CO., Inc.

Decatur, Illinois

## Kennedy Car Liners

Protect grain shipments—stop waste — avoid claims for such losses.

YOU can do this at an extremely small cost.



## Kennedy Car Liners

—do the work  
—at low cost.

3,000 miles of box cars were protected in this way last year with KENNEDY CAR-LINERS—saving the shipper thousands of dollars.

## Stop Your Losses and Assure Your Profits

Your order placed NOW will guarantee protection to your grain shipments.

United States Railway Administration Order No. 57A provides that shippers cooper all cars; that no claims will be paid where there is a clear seal record and no evidence of leakage. You cannot afford to risk losing grain at present market values.

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The new crop will soon be here and the general shortage of railroad equipment necessitates using cars in more or less bad order, cars with defective ends and corners, and cars to which grain doors cannot be properly fitted. All of these cars can quickly be made available for grain shipments if fitted with Kennedy Liners. Write or wire at once for full particulars. We can make you a proposition that will appeal at once. Rush orders a specialty.

**KENNEDY CAR LINER & BAG CO.**

**SHELBYVILLE, IND.**



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ELEVATOR AND MILL, RENO FLOUR MILLS CO.  
Hutchinson, Kan.

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## Two 25 Horsepower Chain Drives in This Plant

FIFTY county elevators out of 97 examined, were equipped with motors ranging from 10 to 50 horsepower. COME TO US if you have belting difficulties with a higher cost and a lower output per unit power than your competitors.

MORSE DRIVES will meet every demand of the World's Peace Markets as they met every war emergency.

**Wages do not come from Capital,  
but Production**

American labor can only meet foreign labor by greater production.

MORSE DRIVES have always increased production and met every demand for positive, uniform, non-slipping, high-speed production. Built for great power and 100 per cent overloads.

## Morse Drives

Give greater output in a given time.  
Give steadily, noiseless, clean, never failing.  
Cost less to operate, 99% efficient.  
Longer life, less to maintain, less depreciation.

## Morse Engineering Service

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure profits against competition.

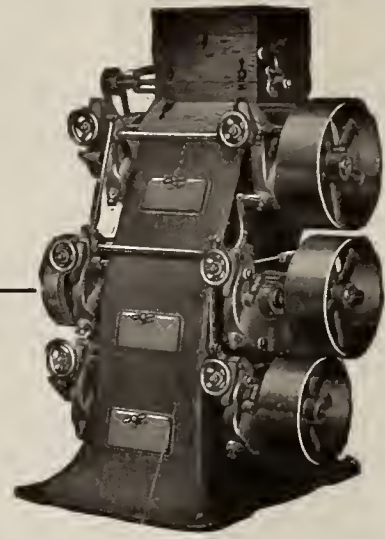
**Let us have your problem.  
You will be in no way obligated.**

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For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.

If you haven't got it we will send it on request.

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for the  
Modern  
Mill

**Nordyke &  
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Established 1851

Ask for  
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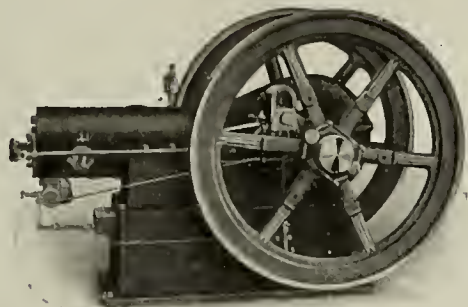
*America's Leading Mill Builders*





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## THE BEST OIL ENGINE TO BUY



There is no economy in buying an engine that is going to require frequent repairs and that is likely to balk just at the time you need most to use it.

The wise man considers service, reliability, and durability first, and price second. Selected on this basis, the LAUSON is the logical engine to choose, because it is the simplest and most durable in construction and the most reliable in operation. It runs smoothly and powerfully on a minimum consumption of either gasoline, kerosene or distillate and operates on a simple magneto without the use of any batteries.

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Ask for Bulletin No. 265B.

Write for full information on 35 H. P., 4 Cylinder  
Vertical Kerosene Engine.

Governor enclosed in dust-proof housing, mounted on ball bearings and automatically oiled. High tension magneto, combination force feed and splash oiling system. A compact power-plant, workmanship much higher than generally found in a stationary engine.

Twenty-five years of high-grade engine-building  
experience.

**THE JOHN LAUSON MFG. CO.**  
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### Prevents Lightning Losses

A LIGHTNING stroke may put you out of business for a year. Last season millions of dollars' worth of property were destroyed that could easily have been saved with Shinn-Flat Conductors. Besides, they lower the insurance rate.

Shinn-Flat is the only lightning rod made of pure copper wire woven in the form of a flat cable—and is much more efficient. It has 36 per cent greater capacity for conducting electricity than the same amount of material made into a round cable.

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We have representatives and dealers throughout the United States and Canada, one of whom will quickly install Shinn-Flat for you. Tell us the size of your elevator or other building.

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CHICAGO, ILL.



**Lightning Can't Strike IF Shinn Gets There First**

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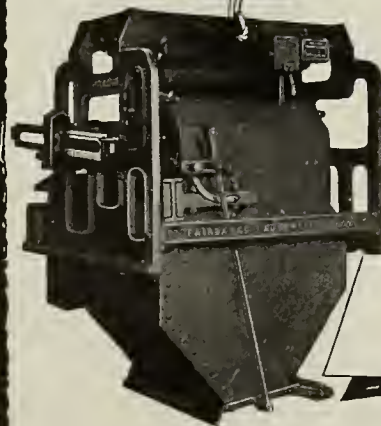
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### Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

**Mutual Fire Prevention Bureau**  
OXFORD, MICHIGAN

## FAIRBANKS Automatic SCALES



*Have Type  
Registering  
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—gives you  
Authentic  
Printed Records  
—of all  
Weights*

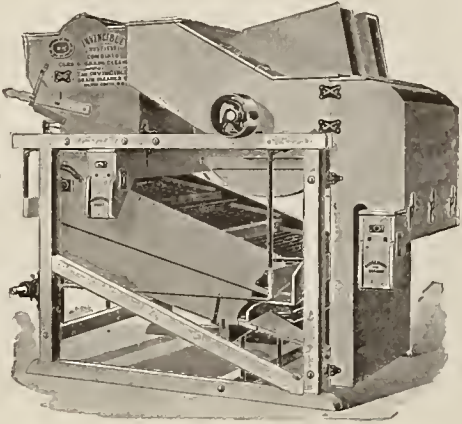
To give you accurate every day knowledge of the exact amount of each kind of grain that passes through your elevator.

Weights same weight per discharge on all grains—does away with changing weights in weight-box.

**Fairbanks, Morse & Co.**  
CHICAGO



When changing from one grain to another no time is lost in changing screens. The Combined type of Separator is coming into general use, the demand this year being greater than that of any previous year.



A machine on which you can handle two kinds of grain without any loss of time except the time required to throw over a valve will soon return your money.

**Invincible Grain Cleaner Company**  
Silver Creek, N. Y.

## Stern, Costly Facts

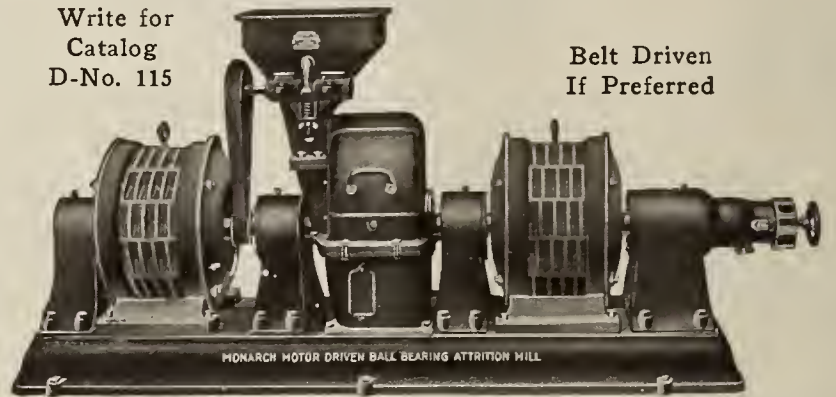
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
D-No. 115

Belt Driven  
If Preferred



The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

## SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street

## The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	7,000,000.00
Undivided Profits			1,593,016.93

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THIS is a collection, in book form, of a large number of handy and labor-saving devices contributed by readers of the "American Miller." A considerable proportion can be adopted to advantage in elevators and will save time and money. The wrinkles include improvements in spouts, elevators, belts and cleaners. Every idea is original and has been put into practical use.

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# Machine-Molded Gears



We manufacture a very complete line of Gears 1-inch pitch and larger; they are noted for their strength, durability, true rims, accurate pitch and smooth running. Hence they are highly efficient and economical.

**H. W. CALDWELL & SON CO.,** Western Avenue, 17th to 18th Sts. **Chicago**

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## The Emerson Tester

Endorsed by the Government

Whenever a demonstration of wheat-testing is made by the U. S. Grain Standardization Department, including those made at the meetings of the various State Grain Dealers Associations and the State Millers Associations an Emerson Wheat Tester, or Emerson "Kicker," as the Government officials call it, is used and recommended as the most satisfactory device or machine for determining the actual amount of dockage in each sample of wheat. The Government is now using over 80 Emerson Testers in their different laboratories and inspection departments—a sure proof of their efficiency.

### Guess Work a Thing of the Past in Grading Wheat

The Emerson makes an absolute, perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with an Emerson.



### Over 8,500 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on to 250, depending upon the number of elevators they operate. Hundreds of smaller elevator companies and mills are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers for determining dockage in wheat.

### The Emerson Guarantee

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment for milling and elevator companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.

**W. H. EMERSON & SONS**

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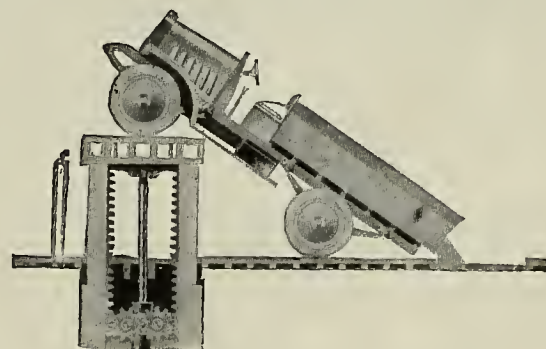
J. J. Ross Mill Furnishing Co., Portland, Oregon, and Seattle, Wash.

## TRAPP DUMPING SYSTEM

for

## Auto Trucks and Wagons

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The only perfectly safe way of dumping Auto Trucks. No danger of injury to any Truck.

No extensive remodeling of the old driveway required to install. Old style dump need not be disturbed. More TRAPP AUTO TRUCK DUMPS in use than all other truck dumps combined. Approved by Insurance Underwriters and leading elevator builders. Installed by some of the largest line elevator houses in the country.

MODERNIZE YOUR  
PLANT NOW. WRITE  
FOR PARTICULARS

**TRAPP-GOHR-DONOVAN CO.**

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## Reliance Construction Company

### Furnish Plans, Estimates and Build COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

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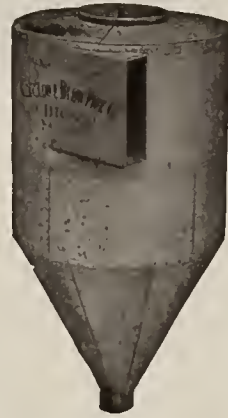
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25-29 Ontario Street TOLEDO, OHIO

### Practical Hand Book for Millwrights

By CALVIN F. SWINGLE, M. E. 417 pages with Illustrations and Tables  
PRICE \$2.50 POSTPAID

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*Let Us  
Tell You  
HOW*

**IT'S TIME** to think about  
installing a

### Cyclone Dust Collector

You've never made a wiser, better or more profitable investment for your elevator business.—Write.

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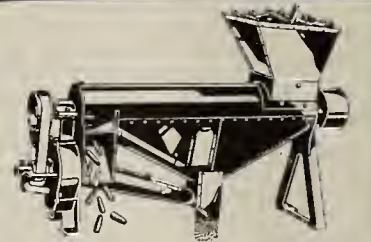
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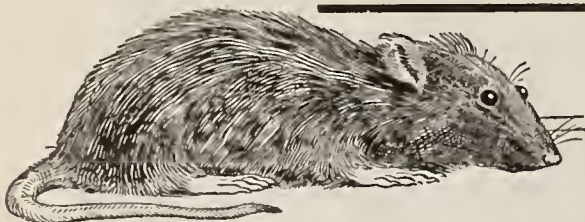
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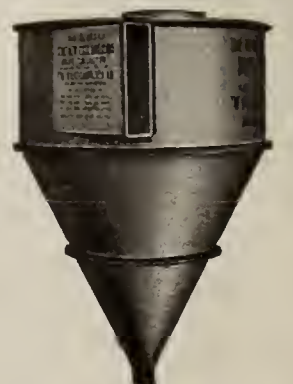
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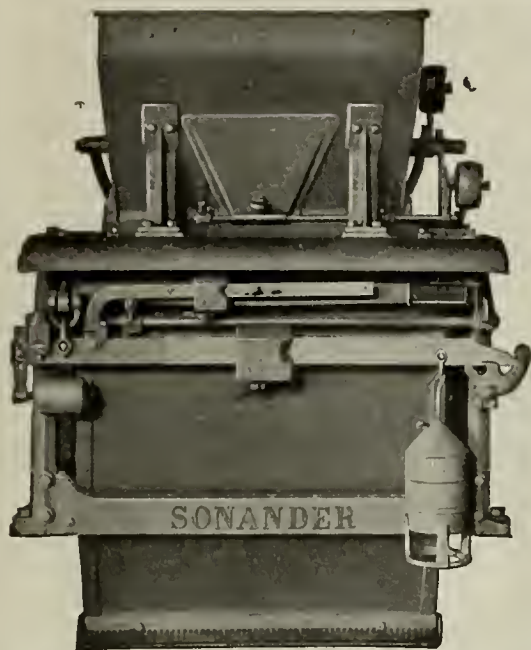
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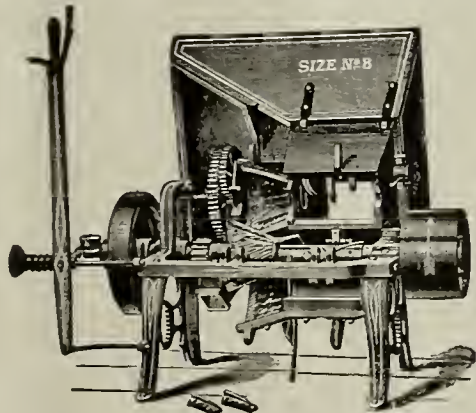
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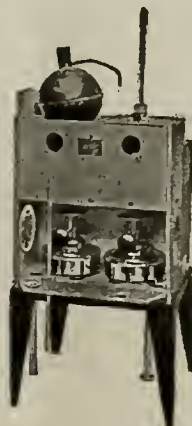
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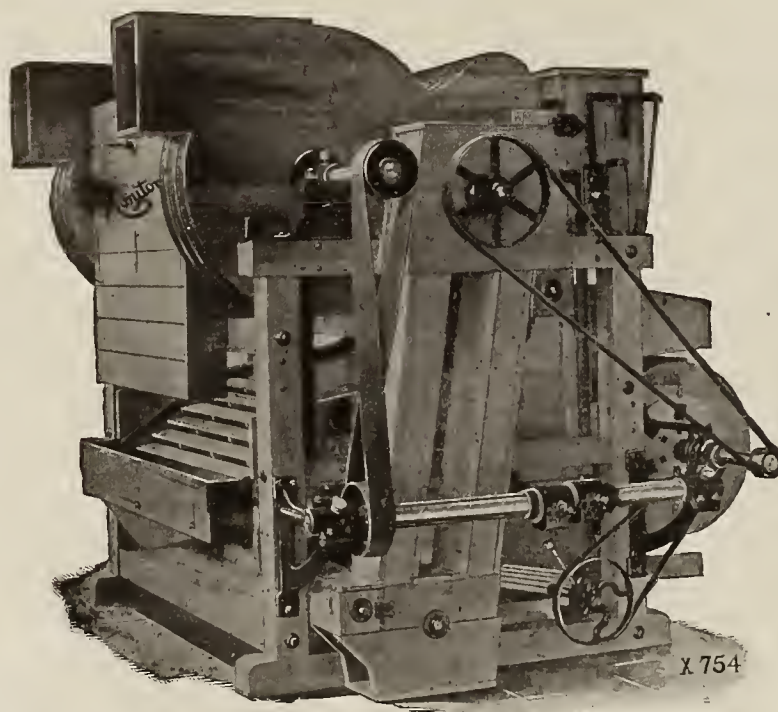
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VOL. XXXVIII

CHICAGO, ILLINOIS, JULY 15, 1919

NO. 1

## New Storage for a Growing Iowa Market

### Terminal Grain Company of Sioux City, Iowa, Completes Plans for its New Concrete Elevator

IT TOOK Sioux City, Iowa, a long time to reach the position in the grain world which its location would seem to warrant. For many years it has been one of the chief distributing points for merchandise in the Northwest, and since 1887 has taken front rank as a livestock terminal and packing center. And yet, so far as grain was concerned, it was of no greater importance than thousands of other stations in that territory which handle only the grain that is brought to their local elevators by farmers' wagons.

There was a reason for this, as there is for everything. It lay in the "long haul" principle of rate making which cut Sioux City out of the grain map. Shortly before the war, however, the Commercial Club of Sioux City obtained the services of J. P. Haynes of Cairo, Ill., as traffic manager. By appeals to the Interstate Commerce Commission and later to the Railroad Administration, he finally obtained a new ruling on proportional grain rates which became effective on August 15, 1918. The new rate basis is of 15 cents Chicago, as against the old rate of 22½ cents, and also includes all transit rights and privileges. This puts Sioux City on a parity with Omaha and Kansas City, and opens up to them all the Northwest territory to the Rocky Mountains.

Overnight membership in the Sioux City Board of Trade jumped from \$1,000 to \$2,000. The inspection and weighing departments were reorganized and enlarged, and the market began to look forward to a new era in which it would take its rightful place.

Another factor has just been introduced. The new state bank of North Dakota threatens to withdraw its clearances from Minneapolis and transfer them to Chicago. If this is done the grain will naturally follow to a large extent and Sioux City will be called upon to handle large quantities of the Northern crop.

Sioux City, then, is on the way to become one of the important terminals. Experienced operators are recognizing the strategic advantages of the city for a grain receiving center and are establishing offices there to take care of the business which the

new storage facilities will bring. Preparations are being made for the building of three large new houses. For the largest of these the foundation is already under way, and by late fall the concrete elevator of the Terminal Grain Company will be completed.

The Terminal Grain Company was organized this

the completion of the plant was October 15, but the change in plan will set this back somewhat.

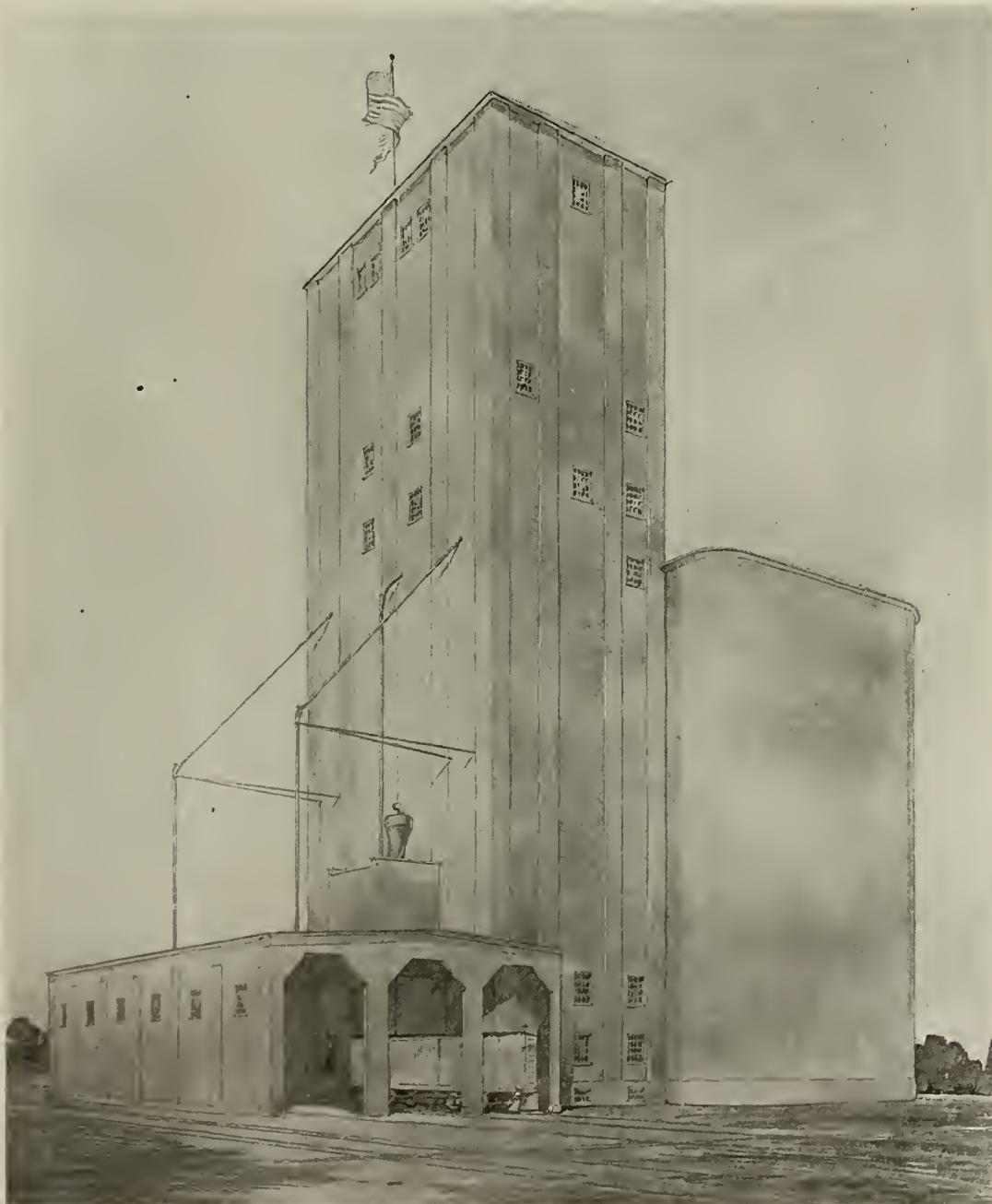
The house is of reinforced concrete throughout and will be completely equipped. The workhouse is 61x41 feet, 3 inches on the ground plan, and 175 feet, 3 inches high. The first, or work floor, is 24 feet high; the second floor containing the tanks is 78 feet, 6 inches; the scale and garner floors are 52 feet, 3 inches, and the elevator head floor is 16 feet in height. The head house contains 27 bins of various shapes and sizes.

The house is served by three tracks with a clearance of 23 feet, 6 inches under the shed. There are four receiving sinks under the two outer tracks, with interlocking lever device. A car pulley of 20-car capacity and four double shovels will be in service. From the sinks the grain is carried on two 42-inch Rexall Conveyor Belts, each 100 feet in length, made by the Imperial Belting Company of Chicago. There are three elevator legs, each with a capacity of 10,000 bushels which deliver to the garner above the three 2,000 bushel Fairbanks, Morse Hopper Scales with registering beams. From the scales the grain can be sent by a very complete distributing system to loading spouts, to the No. 413 Eureka Cleaner furnished by the S. Howes Company of Silver Creek, N. Y., to head house bins or to the storage bins over a 36-inch Rexall Conveyor Belt, of which there are two in the gallery above the bins, each 260 feet long.

From the tanks the grain is carried back to the head house over one of two shipping conveyors, 36 inches wide and 230 and 290 feet long respectively. This is also a Rexall Belt. There are three loading spouts, two of which serve the outside tracks.

The storage tanks are built in monolithic form and consist of 20 circular tanks, 12 inside interstice and 13 outside interstice tanks. They are 93 feet in height and the circular bins are 18 feet in diameter. From the track level to the top of the gallery above the tanks is 102 feet.

A Cyclone Dust Collector of large capacity is located outside the head house. The dust bin is immediately above the train shed. The house is served



NEW ELEVATOR OF THE TERMINAL GRAIN COMPANY, SIOUX CITY, IOWA, NOW UNDER CONSTRUCTION

year with T. A. Black of Sioux City, president. Plans were made for a 510,000-bushel elevator and the Burrell Engineering & Construction Company of Chicago was given the contract. Subsequently it was decided to augment the storage by adding bins of 270,000 bushels' capacity, and the plans now call for a 780,000-bushel house. The original date set for



by a Humphrey's Employes Elevator. An intercommunicating telephone system will be installed which will make it possible for one to get into immediate touch with any part of the house. A drier of large capacity is specified.

Electricity, received from a central station, will furnish the power. Individual motors will be used throughout and 17 General Electric Motors, of a total of about 400 horsepower will be employed. There is ample room to install additional machinery should the need arise.

At a recent meeting of the directors of the company F. R. Warrick of Kansas City was selected as manager. Mr. Warrick has had many years' experience in the grain business at Kansas City and St. Joseph, Mo., and will assume his new duties on August 1.

## LEADING SPRING WHEAT VARIETIES

Marquis leads all other varieties of spring wheat grown in the United States, according to the estimate of the Bureau of Crop Estimates, which puts it at 59 per cent of the spring wheat crop of Minnesota, 47 per cent in North Dakota, 58 per cent in South Dakota, and 47 per cent in Montana.

Durum wheat, in demand for regions of low rainfall and with a special market as a material for such products as macaroni, was second in popularity in 1918 in North Dakota, South Dakota, and Montana, where it produced 29, 20, and 15 per cent, respectively, of the total spring wheat crop. This variety of wheat has the advantage of large productivity per acre, a quality possessed almost in equal degree by the marquis variety.

The velvet chaff variety had second place in Minnesota with 22 per cent of the total, third place in North Dakota with 9 per cent, third in South Dakota with 12 per cent, and fourth in Montana with 2 per cent.

Third place was taken by blue stem in Minnesota, and this variety produced 12 per cent of the spring crop; it was of small use in North Dakota, South Dakota, and Montana, as were fife and other varieties.

## OAT PRICES AND PRODUCTION

What is the price of oats? That depends to a large extent upon in what part of the country the oats are grown. The Bureau of Crop Estimates, United States Department of Agriculture, which has been studying variations in the price of oats for the five years 1910-1914, and which has published its findings in Department Bulletin 755, has found that farmers in Florida, Georgia and South Carolina received more than twice as much for their grain as did growers in the North Central states. Records show that the zones of low prices for oats coincide with areas of dense and surplus production; in other words, the great bulk of the crop is grown in the sections of lowest price.

Lowest prices were paid for oats to farmers, according to the bulletin, along the northern boundary of the United States, from Ohio westward. The minimum price was in adjoining parts of North Dakota and Minnesota, in the north-central part of the country. From this zone the price levels of oats graduated upward in various directions. Eastward through the grain belt, as far as Ohio, prices rose slowly, but through the Atlantic states a more rapid rise took place; the increases also were gradual westward toward the Pacific Coast. It is in the South that the higher prices were most notable.

The reason for the wide geographic variations in the price of oats is due, the crop statisticians say, to the fact that the bulk of the crop is fed to animals on the farms where it is produced. Less than 4 per cent of the national production was exported in 1911-1915, on an average. Farm consumption absorbs 72 per cent of the crop. According to the 1909 census only a third of the harvest is sold, the remaining two-thirds never leaving the counties in which it is produced. A small part of the third sold is shipped back to farms.

Urban markets receive about a third of the national production, including the export oats and the small percentage shipped to farms. In urban consumption the chief item is the requirement for horses. Other items are the quantity which enters merchant flour mills, about 50,000,000 bushels, and the use of higher grades for human food in the form of rolled oats and breakfast foods. The 1909 census reported 50,000,000 bushels consumed in merchant flour mills, of which 36,000,000 bushels were manufactured "chiefly for human food," and 14,000,000 bushels "chiefly for stock feed." In 1909 the quantity entering custom flour mills was reported to be 13,000,000 bushels. The total average production was nearly 1,230,000,000 bushels.

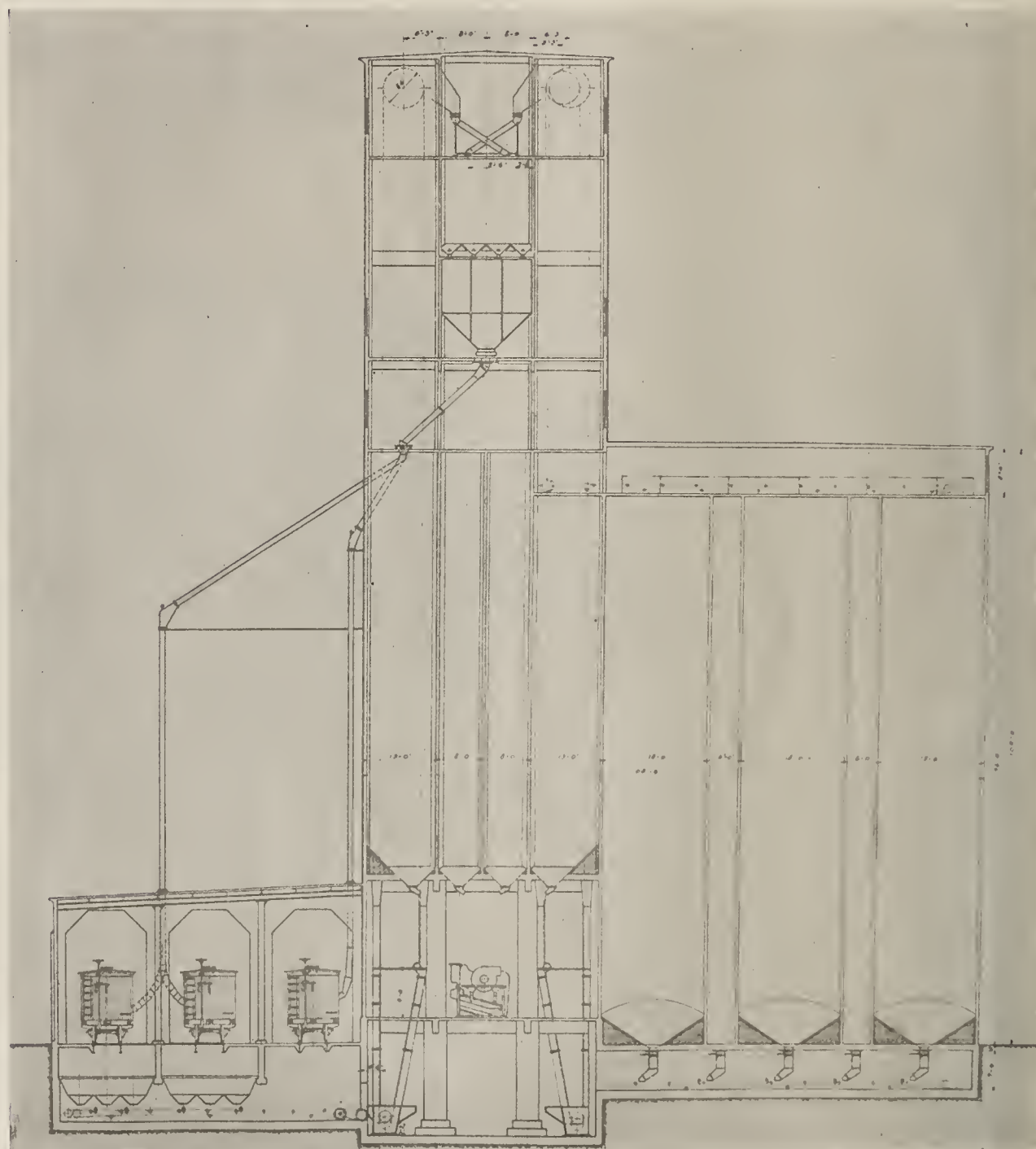
Three-fourths of the national oat crops of 1911-1915 was produced within the two divisions comprising the North Central states, which contain but

together with a list of all the countries in the United States and the average prevailing farm price for oats in each during the period 1910-1914.

## THE AUSTRALIAN WHEAT SITUATION

The Department of State publishes a report from the American Consul at Sydney covering the Australian wheat situation which would indicate that the Australian wheat price will, if anything, show an increase before the next crop. The report discusses conditions in Australia, and is in part:

"The price of wheat is not likely to decline at present, as there is now a better prospect for reaching the world's markets with Australian wheat through the liberation of tonnage. Already the sale of 50,000 tons of wheat has been made to



SIDE ELEVATION OF TERMINAL GRAIN COMPANY'S NEW PLANT AT SIOUX CITY, IOWA

17 per cent of the total land area. This area embraces the regions of lowest farm price. It is the greatest grain and live-stock producing region, and most of the oats raised is consumed locally. However, the fraction of the crop which moves from this section constitutes the bulk of the commercial crop in the United States.

Nearly 84 per cent of all the oats entering general trade channels originates within the North Central States. Yet this 84 per cent of the total commercial oats constitutes only a third of the production of this region, the remaining two-thirds being consumed on the farms where grown. The oat crop of the Pacific Northwest, with that of adjacent territory, enters normally into a distinct trade westward, the surplus over domestic needs being exported via the Pacific.

The bulletin contains a number of tables giving data relative to the production and price of oats,

Norway, and the 1919 crop will be far below the 1918 crop, the failure being due to the severe drought in many of the wheat-growing districts. On account of the low price of wheat, \$1.04 per bushel (less carriage to the embarking port), and owing to the fact that a considerable area of wheat land will be converted into grazing pastures, the wheat yield is not likely to increase soon.

"The crop in 1918-19 was estimated at 76,000,000 as compared with 114,865,514 bushels in 1917-18, and 152,420,189 in 1916-17, and 179,065,703 in 1915-16. The recent drought in the wheat-growing area is said to be the most severe for the past 30 years."

GUARDING the Kansas grain fields against I. W. W. and Bolshevik depredations has been put into the hands of the Anti-Horse Thief Association. It is hoped they will use the time-honored methods which proved effective against the horse thieves.



## Corn Production in the Argentine

A Brief Description of the Methods of Corn Raising and Handling by Our  
Principal South American Competitor  
By EARLE WILLIAM GAGE

WITHIN the last month there have been several bills introduced in Congress levying an import duty on corn of from 10 to 15 cents per bushel. These bills are all aimed to protect the corn growers of this country from the cheaper corn of the Argentine, our only real rival in that grain. This has brought into immediate interest the subject of corn growing in Argentina. Consequently a brief description of this phase of Argentina agriculture is in order at this time.

More than 10,000,000 acres in the Argentina are annually planted to corn. The corn raising section is confined within the four provinces of Buenos Aires, Santa Fe, Cordoba, and Entre Rios, the first two being the more important. The best corn is being grown within 150 miles of the Parana River and within the same distance of Buenos Aires or Rosario, the chief corn markets.

For a distance of 100 miles outside the present corn belt, corn-growing is each season becoming more and more extensive. Many sections of the great territories of the Pampa and Neuquen, to the southwest, and the province of San Luis, to the

Northern Italy, and they are a most industrious, thrifty and desirable class of immigrants. The average Italian endeavors to cultivate about 250 acres of corn, though the prevailing custom of the country is 104 acres per able-bodied man. Many Italians are successfully working 400 to 500 acres of corn. Near San Jose de la Esquina there is an 18,000-acre corn plantation worked by hundreds of Italians, who receive \$12 per month and board. This offers a fair example of the commercial corn raiser's operations.

Hundreds of mules perform the crude work, and as the planting season is long, first class corn is grown even under the handicap of primitive methods. Corn planting may start as early as August 15, but usually not until two or three weeks later, and nearer the equator it is considered safe to start planting as early as July 15. The corn seeded in August is ready for harvest by January 10 harvesting usually beginning all over the belt about the first of February. Consequently the principal marketing months are from March to about October.

On the better farms the corn is picked and stored in cribs to dry, the corn being sacked in the field and hauled to cribs, or "trojas," as they are known, which are round receptacles made of poles stuck into the ground with wire and cornstalks weaved through the poles, thus making a sort of bin. The men receive eight cents per sack for picking the corn, a man being able to harvest about 10 sacks per day.

Shelling is done alongside the cribs, which have a capacity of from 1,500 to 2,000 bushels of ear corn each. Sometimes the corn is shelled at once, without any opportunity to dry, or it may remain in the bins for several months. The men are paid about three cents per bushel for shelling. The shelled corn is then hauled to the railroad or elevator in burlap sacks.

The corn-growing methods for which the United States is famous, and to which it owes its supremacy as a corn producer, are quite unknown in our sister continent. Few Argentina corn planters use harvesting or planting machines, although these are becoming more common. The Basques, the most industrious and successful class of Spaniards,

ment. The docks are built of granite and provide berths for numerous deep draught freighters.

Rosario, 188 miles by rail from Buenos Aires, is the next principal port. Here also \$10,000,000 was expended in completing needed shipping facilities, and these expenditures clearly reveal the trust that the Government has in the future development of the country as an exporter of corn and other grains.

Corn is usually exported in bags of about 155 pounds weight. It is estimated that 90 per cent of the corn is bagged, the remaining 10 per cent being shipped in bulk. In Buenos Aires and La Plata bags are either carried aboard ships by natives or swung from cars alongside the docks by hydraulic cranes. At Rosario the novel "canaletas," which are long, wooden chutes made in sections and swung on cables from the elevator or warehouse



LOADING GRAIN WITH THE CANALETAS CHUTE

on the high bank to the ship lying in the stream below are used. The corn passes down these chutes into the hold of the vessels.

The latest figures place Argentine corn production for the season 1918-19 at 282,000,000 bushels, which would mean an average yield of about 28 bushels per acre. Out of the last crop it is estimated that about 200,000,000 bushels, or over two-thirds, were exported.

### NEW WINTER WHEAT DEVELOPED IN MINNESOTA

Bulletin No. 182 of the Minnesota Experimental Station announces results obtained at the University Farm and at the Waseca Experiment Station in crossing Turkey and Odessa wheats for the purpose of obtaining a winter wheat to withstand Minnesota's sub-zero temperatures.

The bulletin announces that the experiment sta-



"TROJAS" FOR STORING GRAIN IN ARGENTINA

west, are showing unexpected agricultural value. Land in San Luis and northern Pampa has had a tremendous boom during the past few years, being used extensively for alfalfa pasturage for great herds of cattle.

Most of the corn grown in Argentina is raised North of latitude 36 South, and largely in latitudes 35 to 33, while the corn belt of the United States lies in latitudes 38 to 42 North. Therefore, the best corn-growing section of Argentina lies 100 miles nearer the Equator than our own belt in Iowa, Illinois and Missouri.

The Government of Argentina, several years ago, gave large allotments of land to certain individuals and corporations, and much of this land is held without cultivation. Mixed farming, as practiced in the United States, is almost unknown, yet small holders are becoming more numerous. Argentina is giving opportunity to Russians, Armenians, Boers and drought-stricken Australians, and although many are coming in annually, the United States presents a far more promising field for those with small capital.

Although the production of corn in the Argentine Republic has been going on for generations, it is only within the past score of years that it has become of commercial importance. In fact, it is just growing out of the primitive methods that have retarded it and still prevent the farmers from realizing much over half what they should. The wonderful results achieved may be attributed to the great fertility of the soil and perfect climatic conditions, which in spite of poor methods, neglect and ignorance, give bountiful harvests to farmers who would utterly fail in the United States if they adopted the same practices.

The majority of the colonists are Italians from



GRAIN ELEVATORS AT ROSARIO, ARGENTINA

are the best cultivators. The Catalans, from Catalonia, Spain, are also engaged in corn growing in Buenos Aires province quite extensively.

The port of Buenos Aires is the principal corn exporting port, and during the shipping season this is the scene of great industry, ships standing several deep along the wharves loading golden corn. Bahia Blanca, being a natural harbor port, much deeper than Buenos Aires, is developing rapidly into a large export city. Recently \$10,000,000 was expended in making improvements in shipping equip-

tion has decided to increase and to distribute two crosses between Turkey and Odessa. These wheats have been named Minhardi (Minnesota, 1505), and Minturki, (Minnesota 1507), but no seed will be available before the fall of 1920 and possibly not then if the weather conditions should not be favorable.

The new Minhardi is described as an awnless wheat with a short head and white chaff, with grain similar in shape to the common fife spring wheat, although somewhat softer.



## PREVENTING DUST EXPLOSIONS

BY W. G. CLARK

The country is startled regularly by the reports of horrible disasters caused by dust explosions and fire in all kinds of cereal plants. Cereal dust, being of an explosive nature, should be carefully looked after and guarded. We need only cite the terrible disaster of the Husted Milling & Elevator Company, Buffalo, N. Y., in which 29 lives were lost and about 80 people injured, also the recent explosion at the plant of Douglas Company, Cedar Rapids, Iowa, where about the same number of lives were lost and there was a \$3,000,000 loss of property. These appalling disasters should make us all stop and reflect and strive to do all we can to eliminate, as far as possible, the dangers of a repetition of them.

I cite these examples as they are very prominent in the minds of a great many readers of the milling and elevator journals and I, therefore, wish to present a few important points for their consideration that I think will be of interest and I hope of benefit to them.

In the first place, there is no evidence or cause advanced for these terrible disasters except dust explosions, and this happens in quite a number of cases. Therefore, we will have to deal with the

through the grain cleaning department. The dust from corn consists of light, flaky bee-wings, silk and other very light dust, which is dangerous, and, I believe, explosive when put in contact with fire or extreme heat.

The writer well knows the danger of grain and mill dust. In 1888 the old National Mill, a 1,200-barrel flour mill, burned at Cleveland, Ohio. I had the misfortune of having charge of this mill. About 3 o'clock in the morning an inexperienced man went into the bran bin, with an old-style lantern, to shovel bran. Exhausting into this bran bin was an old-style dust collecting room which had six or seven fans blowing into it, consequently there was considerable dust in this bin. This poor unfortunate and inexperienced man, not knowing the danger of mill dust, evidently took out the bottom of his lantern to raise the wick so that he could get better light.

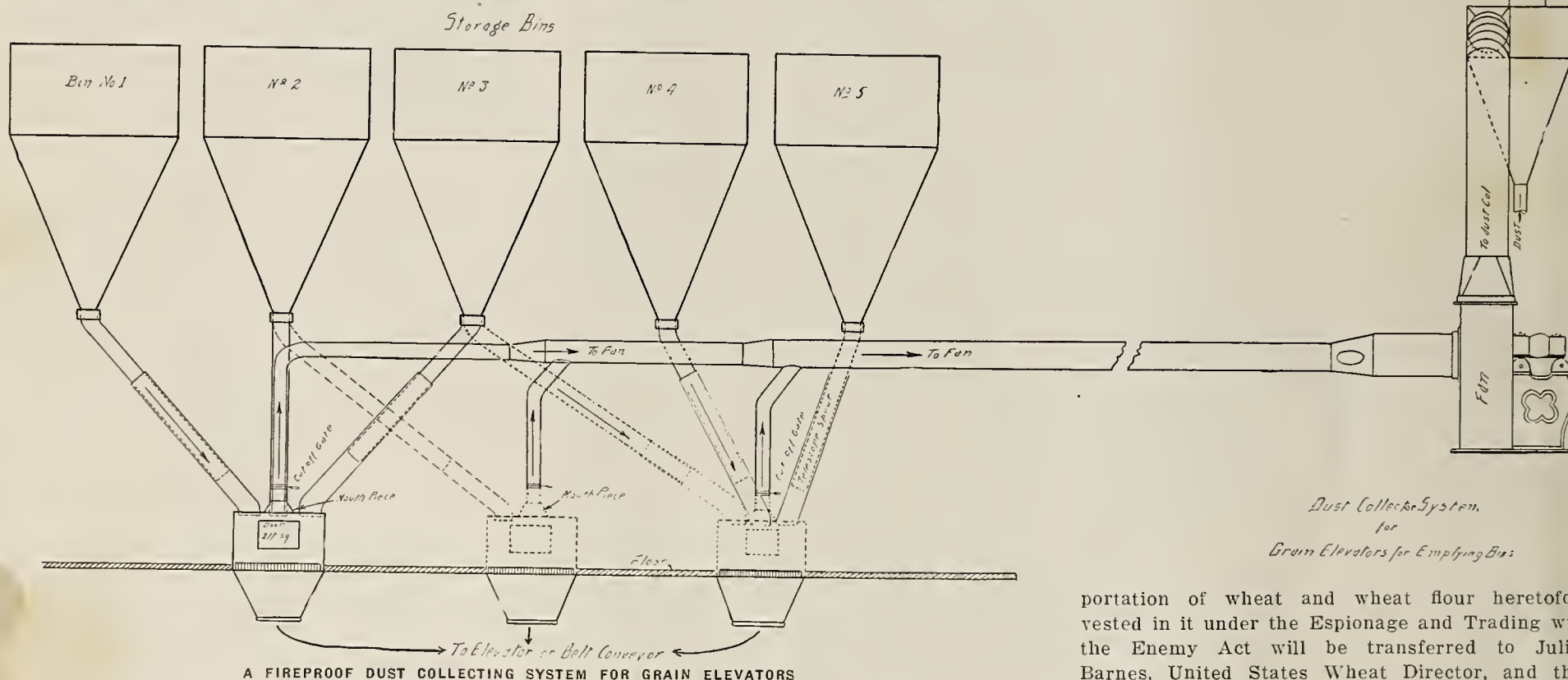
The flame coming in contact with the floating dust in the air caused a most terrible explosion, killing two men and burning a dozen more. The entire building was a sheet of flame in less than two minutes, as the wind trunks leading to the old dust room from the purifiers and roll suctions carried the flames through all parts of the mill. This shows, beyond a question of a doubt, the dangers of mill

with the air in such a way that it is very explosive. This danger is always present, and furthermore, the waste of material and the unsanitary conditions of the plant are points to be considered,—the writer has seen men working with respirators over their mouths and nostrils on account of it. This condition can be avoided and we present a dust system arranged to overcome this, using all metal dust collectors and air trunks, and metal spouts leading from bin to floor below. Over the grating in the floor a suitable metal hood or housing is placed, and connected up to the hood is a suction pipe leading to main air trunk passing on to fan which discharges into a suitable high efficiency metal dust collector.

There are few cereal plants or grain elevators in which an improvement cannot be made along the line of taking care of the dust. It is the surest method of minimizing the dust explosion hazard.

## WAR TRADE BOARD LICENSES

In connection with the announcement June 30 by the War Trade Board declaring that, effective July 1, all control over the exportation and im-



question on this basis and consider the dust as the source of the disaster.

In the writer's estimation a large percentage of the dust in grain could be eliminated if proper means were employed, with this object in view, before the grain is stored in the bins. That is to say, to the receiving elevator, which delivers the grain to the storage bin, there could be attached an air suction to eliminate and separate the dust that would ordinarily pass on into the storage bin.

A good many years ago we proved this out beyond a question of a doubt. With a suction designed at this point it was surprising to see the amount of dust and chaff, light screenings, diseased grain and even weevil and other bugs that were pulled out by a simple aspiration of the grain. By doing this we greatly reduced the danger of the grain heating and becoming unsound, during its storage period. By this means, also, we put the grain in the bins in better shape, and thus avoided, to a large extent, the danger of fire and explosion. To a certain extent it relieved the work of the grain cleaners, and the result was that the grain, when ground, was in better shape than if this aspiration were not used.

I believe in cleaning grain before it is stored. I believe that a great deal of explosive dust, which is extremely fine, is carried too far with the grain and should be eliminated before storing.

This dust can be collected and saved, at least 95 per cent of it, and can be weighed up and checked against the car weights just as well before going in

dust as far as explosion is concerned and the terrible results where it is not properly taken care of. The same applies, in scarcely less degree, to floating dust in grain elevators.

It goes without saying that every precaution should be taken to eliminate these dangers along this line. I herewith submit a sketch of a fireproof dust collecting system which I have designed, and is the result of many years' experience along this line.

There are two very important points in regard to eliminating dust from all kinds of dusty plants: first,—the dust floating in the air, and secondly,—the dust that is mixed with the grain and stored with it in the storage bin. In the latter case I appreciate the fact that it is hard and difficult to eliminate all this dust and other combustible material as grain will wear off in being handled, but I do claim that a large percentage of loose dust that comes into the bins with different kinds of grain can be eliminated and should be by all honest and careful grain men.

There is very little excuse for running dusty elevators or mills, grinding or handling cereals in this day and hour when we have the advantage of modern and practical dust collectors and dust collecting systems of all kinds.

An ordinary practice in elevators is to draw off grain from bins and drop it to a grating in the floor below without spouts; this releases an immense amount of dust which floats around in the atmosphere. This dust is light and fine and mixed

portation of wheat and wheat flour heretofore vested in it under the Espionage and Trading with the Enemy Act will be transferred to Julius Barnes, United States Wheat Director, and that all outstanding unused export or import licenses issued by the Board for wheat or wheat flour will be revoked, the Wheat Director has issued the following bulletin:

"Effective July 1, and until further ordered.

"Properly executed licenses issued by the War Trade Board for the importation and exportation of wheat or wheat flour are herewith declared to be in full force and effect, as if issued by the United States Wheat Director.

"All Customs officials will recognize such licenses as if done by United States Wheat Director under the authority of the President's Proclamation, dated June 14, 1919."

"Effective July 7, and until further ordered:

"All shipments of wheat flour to destinations in the Western Hemisphere may be permitted to be exported from the United States under General License H. S. 250."

KANSAS crops, with the wheat harvest well under way, are breaking records. The wheat harvest promises 229,665,000 bushels, which is 48,292,000 bushels above the previous high mark made in 1914. Winter wheat is estimated at 229,217,000 bushels. The prospective yield for oats is 52,416,847 bushels, about 2,000,000 more than last year. Rye promises 5,404,000 bushels, more than twice as much as last year. The prospect for barley is 16,666,300 bushels, as compared with 5,737,000 bushels last year. The first cutting of alfalfa made 1,625,000 tons, about 50 per cent of which was damaged by rain.



## Informal Notes of an Elevator Pilgrimage

No. 18—The Eshelman Elevator and Mill at Lancaster, Pa.

By JAMES F. HOBART

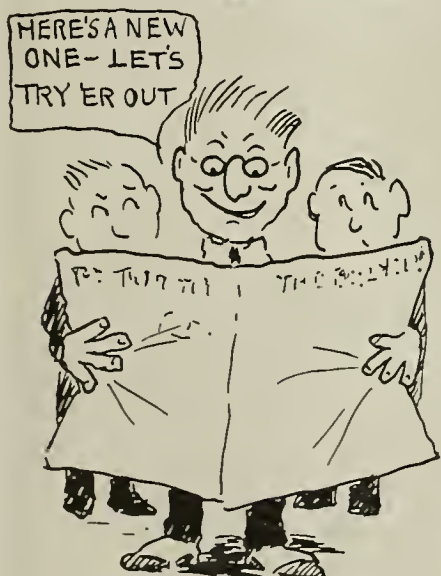
**D**URING the past month, the writer has looked all the way from Indianapolis to Lancaster, Pa., for grain elevators, but he found more of his wife's relations than elevators, and more friends than wheat fields! But here in Lancaster he did locate a small, but exceedingly lively and vigorous little elevator of about 65,000 bushels capacity, and the story which was found in the elevator is far larger and more interesting than the elevator itself.

Lancaster is one of the prettiest little cities the writer has ever visited, and is just a little bit of Philadelphia which seems to have slipped away toward Lebanon Valley. Lancaster is mighty bright and lively,—solid too, in spite of the great number of sleek and fat real estate men, lawyers and promoters which it contains. Whole lot of manufacturing there too. Biggest silk mill in the world and a raft of other mills, including Mr. John Eshelman & Son's sweet feed mills, bag and sack plant and 65,000-bushel grain elevator.

Mr. Eshelman is an old-timer. Used to make flour when they used all stones and no rolls for grinding and he has hammered so many burrs that he still has that little "miller's cough" which probably will be his through life. He has five sons, all in the grain, feed or sack business. Three of the boys are running the elevator, while "Dad" sits at his desk alongside of them, and instead of posing as an old fogey, he actually keeps kidding the boys along to adopt new and up-to-date methods, provided he can dig up any which they are not already using.

During an hour's chat with Mr. Eshelman, at his desk, he told the writer of his early struggles, of how he purchased the property where the elevator now stands, right in the heart of Lancaster, on the principal street, and rubbing elbows with banks, hotels, and almost with the post office. He told how he was advised that the property was far too valuable for a grain elevator, and how people tried to have him locate farther out.

"But no!" he stated most emphatically, "this location is not a bit too good for a grain elevator



SENIOR KEEPS JUNIORS ON EDGE

and feed business. My men don't have to travel a mile or two to get to work. At noon, they can slip out of the elevator right into a good restaurant. The railroad runs right past the building and sidings past and actually through it, so why should I have located the plant in a wilderness?"

"I have built the old part twice," continued Mr. Eshelman. "In 1909, we had just got the building completed and it was full of grain and with a lot of hay stored in the lower portion of the building, when somebody who was doing our switching, ran a locomotive right into the building, set fire to the hay, and I had the whole thing to build over again. And that took us just eight months."

Just now things are all torn up, for a big addition, larger than the original building, is being constructed in front of the present house and the con-

crete storage tanks. The original buildings were located on the back of the lot, the house bordering the alley. Now, all the space between the house and Queen Street has been excavated and the wall foundations are already in place for a large steel and brick structure which will house one of the largest sweet feed plants in the country.

A sweet feed plant is already operated by one of the Eshelman boys at a location a few squares distant from the elevator. But a larger sweet feed mill is to be put in operation just as soon as pos-



THE ESHELMAN CADILLAC FLEET

sible and the writer was informed that the best obtainable scientific methods were to be used in the manufacture of the sweet feed, the best known formulas were to be used and Government inspection was expected and invited to keep the products always up to the top notch of quality.

"Everybody is using sweet feed more and more, now that hay is scarce and high," said Mr. Eshelman, "and we intend to provide the best to be had in that line. We cannot tell what the maximum output of our new mill will be. We used every inch of room there was, and we are going to turn out all the feed possible."

"I have eight children," he went on, "and all of them married in the order of their births. The five boys are all in grain or allied business. We always used to have a reunion each Christmas day, but there are 65 grandchildren now, so we have to hold the reunion on the Fourth of July. Then the lawn would hold them all, even if the house wouldn't! Yes, as I stated, three of my boys are running this business, one son is operating the sweet feed mill and another son makes grain sacks for us, of which we use more than 2,000,000 each year.

"The son who is 'in burlap,' was in New York for nearly 20 years in the bag business. He felt rather squeezed there, so he came out here where he could have more room, both in his mill and in his market and his business has increased by leaps and bounds since he moved his factory here.

"We built the six new storage tanks last year. We wanted the new feed mill two years ago but owing to war conditions, we couldn't erect the structure until this spring. As you see, the wall foundations are about complete and we expect to have the mill in operation in November."

The six new concrete storage tanks hold an aggregate of 30,000 bushels of grain, the original house 35,000 bushels more, making a total storage capacity of 65,000 bushels. Not one bit of this space is used for custom storage, the entire capacity being required for the Eshelman company's needs. Corn, wheat, oats, barley and other substances are handled.

"We use the best we can obtain in our feeds," said Mr. Eshelman. "And very often we put No. 1 and No. 2 wheat into the feed we make. Often we are forced to take any wheat and any corn

we can lay hands upon, no matter how high it may grade. We do not try to get low grade material for our sweet feeds and to that, I attribute the great demand for our products."

Two Cadillac trucks were skipping around, making local and urban deliveries and Mr. E. remarked that his family was rather a "Cadillac crowd," as eight cars of that make were at present owned and operated by his children and their families. "And," he continued, "we shall have to put on more of those trucks just as soon as the new sweet feed mill is in operation!"

While sitting in the somewhat cramped office,—there will be a larger one in the new building,—the writer was impressed by the spirit of hustle and "go-ahead" which permeated the whole organization. Telephones were everywhere. Each desk had one or more. Several desks had two instruments and one or two desks showed three desk 'phones ready for use.

There surely was no time lost in going to and from the telephone in this office, and the writer was informed that a large portion of the company's business was transacted over the telephone, principally over long distance lines, thus making the peculiar telephone arrangement of great value as a time-saver.

This up-to-date concern uses the dictaphone for taking down letters and the manner in which Mr. Frank Eshelman managed to use the long distance phone, talk with a jobber from Philadelphia, and a flour manufacturer from Minnesota, dictate letters and talk with his father and with the writer, all at the same time, was surely going some, even for a "Pennsylvania Yankee!"

The arrangement of the new storage, its elevator, receiving separators, and facilities for getting grain into and out of the tanks, is simple and ingenious. No conveyor is used, gravity and elevators doing the trick for all the new storage tanks. But in the old house there are conveyors galore, furnishing means for handling grain from "E. to E." (Everywhere to Everywhere).

Weighing scales are to be found almost everywhere in the house, and there are both car and team scales, also large and small automatics. The car scale is of the self-printing-weight type. A large portion of the retail business handled by this elevator is in sacks and facilities are very convenient for loading sacks of grain either upon wagons or into cars. The first floor of the house is level with wagon and with car floors. The wagons load under a shed between the house and the con-



A BUSY OPERATOR

crete storage tanks. The railroad cars are loaded right in the house, a track having been placed just inside the south wall of the building and the track extends entirely through the house and into what will be the new feed mill.

The sacks, as fast as they are sewed, are dumped directly upon slides which lead either to the wagon loading range, or on the other side of the house, directly into the railroad cars. The sack chutes are made so as to be raised by means of counterweights and suspending cables. Thus the spouts or chutes may be placed high or low for wagon delivery, and led right into box cars when necessary. When sacks are to be shipped from the



upper floor of the house, another set of chutes may be lowered by means of their counterbalances, to discharge directly into the chutes leading from the first floor of the house, thus forming a continuous loading chute from the third floor of the house into car or wagon.

Current prices of all materials entering into the construction of sweet feed, of all grains and other substances handled by this concern, are recorded in the office, upon a large blackboard where the prices of each kind of material is neatly lettered in white against the printed name of the substance in question. In this manner, the price of any article handled, may be instantly obtained by any person in the office, a glance at the blackboard being all that is necessary to obtain this information. The prices are corrected upon the board as they fluctuate.

A very singular accident happened in the elevator the day before the writer's visit, which was on June 19. A large, motor-driven attrition mill is used for grinding and a new plate had just been fastened to the faster running disc of the mill. The operator had just got the mill to running after putting in the new plate, and had not brought the discs entirely together. One shovelfull of grain had been dropped into the machine hopper when seemingly the machine exploded; pieces flying in many directions, but chiefly back and downward. A piece tore its way right through the case of the machine, broke the arm of a workman, damaged a platform weighing scale and made a very considerable dent in the floor.

No explanation for the accident had been accepted at the time of the writer's visit, though theories advanced were that the bolt heads stripped in the plate, there being three countersunk bolts in each plate, and it was the new plate which let go. Another theory was that there was either a lump on the back of the new plate, or that a lump of dirt was there when the plate was clamped in place. Should this have been the case, the chilled plate would probably be cracked in two under stress of the bolts, and once cracked the tremendous centrifugal force developed in the plate while revolving at 2,200 r. p. m., probably caused the cracked plate to tear away from the bolts which undoubtedly stripped at the heads as the plate left the disc.

One of the Eshelman Brothers does about all the buying and he set about obtaining a new casing for that mill, "pronto," but the telephone soon told that it would be a slow process to obtain new parts to replace those broken. Right here, the enterprise of these brothers of the grain trade showed itself, for within an hour afterwards, an automobile truck was on its way to Lancaster with a brand new mill aboard, and the broken attrition machine was being removed from its setting on the floor of the mill.

The new mill, now building, is to stand between two other buildings, but the walls do not lie along the whole length of the new structure, and new walls will have to be constructed between the old house and the present buildings. It was noticed that the walls of these buildings were not braced by timbers, even though the excavation for the new mill has been carried clear up to and along the entire length of the old walls. Instead of timber supports, the old walls have been "needled," large rods with external nuts and big washers having been drilled through the walls above the excavations and the far ends of the rods made fast toward the opposite side of the buildings, thus leaving the exterior walls free for the new building operations.

The building operations are all proceeding under contract, but it seems that a degree of the Eshelman energy has been transmitted to the contractor and his men, for everything was moving along to quick step time. In the office and in the mill, the writer could see that things were moving under "forced draft" to put it that way, and that each and every man, machine and operation was being crowded just enough to get out the best there was in them. Certainly, there are no laggards or drones in the Eshelman beehive!

## Past and Future

### Grain Corporation Presents Agreement With Dealers and Reports on the Past Year's Business

WE PRESENT herewith the Agreement with the U. S. Grain Corporation which all dealers have signed if they wish to continue in business. New licenses, based on the agreement, have been issued, the dead line being July 15, after which no dealer can operate unless he has one. The agreement is included as a matter of record, but the report of the last year's operation of the Corporation will be found to contain many features of interest, as will the details of the reorganized Corporation. The record of the past year is one of which Mr. Hoover, Mr. Barnes and their co-workers can well be proud, for they have handled hundreds of millions of dollars of Government funds and are returning a surplus, something that no department of Government ever did before so far as we know. Furthermore they have won the gratitude of Europe for their management and have retained the respect of every dealer in the country. To fully appreciate the record made by the Grain Corporation one only has to compare it with the state the railroads, telephone and telegraph service is in. A business can only be handled by one who understands it.

#### THE AGREEMENT

This Agreement made this..... day of ....., 19...., between the undersigned hereinafter called the "Dealer," party of the first part, and United States Grain Corporation, formerly Food Administration Grain Corporation, hereinafter called the "Grain Corporation," party of the second part.

Witnesseth, That for and in consideration of the mutual covenants hereinafter set forth, it is agreed between the parties hereto as follows:

First: The words "guaranteed price" when used in this agreement, mean the wheat primary market price fixed in the Presidential proclamation of September 2, 1918 (\$2.26 Chicago), or as such primary market price may hereafter be increased by Executive Order or increased by the addition of storage premiums fixed by the Grain Corporation and publicly announced by it.

Second: The Dealer in buying wheat from the producer shall purchase on the proper grade and dockage, under the Federal standards, and shall pay therefor not less than the guaranteed price based on such proper grade and dockage, at the terminal most advantageously reached, less freight, and less a reasonable handling margin. The Dealer shall keep a record showing all purchases from the producer, name of the seller, date, quantity, grade and dockage fixed and price paid and reasons for fixing grade under No. 1, including test weight; and on all parcels of wheat on which there is a dispute as to grade and dockage or price between the Dealer and the producer at the time of delivery, a notation thereof shall be made upon the records of the Dealer and a sample shall be drawn by the producer and the Dealer and forwarded in a proper container to the vice-president of the Grain Corporation, in the zone in which the purchase is made, for his use in the determination of the dispute. The determination of the vice-president shall be final and conclusive unless an appeal from such determination be filed within ten days with the United States Wheat Director by either the producer or Dealer. In case of appeal the decision of the United States Wheat Director shall be final and conclusive. The Dealer shall keep a copy of this section prominently displayed at his place of business.

Third: At any time and from time to time prior to the termination of this agreement, the Grain Corporation shall purchase, at the guaranteed price, in accordance with its purchasing rules and customs, upon the request of the Dealer, to be delivered at the terminal designated by the Dealer, all or any part of the unsold wheat owned by the Dealer, whether in store or in transit (except wheat purchased, or under contract of purchase, from the producer and not yet delivered or shipped by such producer).

Fourth: In case the Dealer shall be unable, after using every effort and all diligence to ship in any week such total quantity of all grain as makes the equivalent of at least 20 per cent of the amount of wheat (wheat only) in his elevator and owned by him at the beginning of such week, the Grain Corporation shall pay to the Dealer to cover insurance and interest for such week, 7/20ths of a cent per bushel on the amount of wheat in the elevator and owned by him at the beginning of such week; provided, however, that in the event that the Grain Corporation announces that it has established and includes in the guaranteed price an advancing premium framed to reflect a fair carrying charge, this Section shall not be effective during the period of such advancing premium.

Fifth: Upon the date of the termination of this agreement, as hereinafter provided, the Grain Corporation shall, at the request of the Dealer, purchase for delivery to it, at the terminal selected by the Dealer, at the guaranteed price, or, at the option of the Grain Corporation, F. O. B. the Dealer's elevator, at the guaranteed price, less freight to said terminal, all or any part of the unsold

wheat of the Dealer on hand and in transit (except wheat purchased, or under contract of purchase, from the producer and not yet delivered or shipped by such producer). The details as to quantity, probable grade and position shall be furnished to the Grain Corporation by the Dealer not later than ten days after the date of termination.\*

Sixth: The Dealer shall not store in any elevator or warehouse at any seaport of the United States, wheat or wheat products, for a longer period than thirty days without the express permission, in writing, from the Grain Corporation.

Seventh: The Dealer shall make and render reports in the manner and at such times as may be required by the Grain Corporation and open his books and records to the inspection of the Grain Corporation whenever requested by it.

Eighth: The Dealer shall not be entitled to any of the benefits or privileges of this agreement unless he shall hold such license as may at any time be required by Proclamation of the President of the United States, under and pursuant to an Act of Congress relating to the National Wheat Guarantee, approved March 4, 1919. Should any such license be suspended or revoked, the Dealer shall thereupon lose all the benefits and privileges which otherwise would accrue to him under this agreement; except and provided only that for a period of fifteen days after such suspension or revocation the Grain Corporation shall purchase, upon the request of the Dealer, the unsold wheat owned by the Dealer at the date of such suspension or revocation, at the guaranteed price, in accordance with Section Third hereof.

Ninth: This agreement may be terminated by the Grain Corporation by giving forty-five days' previous notice thereof to the Dealer. Unless so terminated this agreement shall terminate on May 31, 1920.

Tenth: This agreement shall be governed by the laws of the State of New York.

Witness our hands and seals as of the day and year first above written.

Witness for Dealer sign here.

Witness.

Dealer sign here.

..... (Seal)  
Sign in name of Individual, Firm, or Corporation, as the case may be.

By .....  
UNITED STATES GRAIN CORPORATION.

By .....  
Secretary.

#### IMPORTANT—THIS INFORMATION MUST BE SUPPLIED

Character of business (County Elevator, Terminal Elevator, Dealer, Broker).....

Location .....  
(Street) (City or Town)

.....  
(County) (State)

Wheat storage capacity if an elevator (bushels) .....

.....  
Character of construction if an elevator (wood, steel, concrete) .....

\*The agreement with Pacific Coast dealers conforms in all respect to the regular agreement except the fifth covenant, which, for Pacific dealers, reads as follows:

Fifth: In case the Dealer shall not ship in any week at least 20 per cent of the amount of wheat owned by him in his elevator or warehouse and in other storage at the beginning of such week, the Grain Corporation shall pay to the Dealer, to cover insurance and interest for such week, seven-twentieths of one cent per bushel on the amount of wheat owned by him in his elevator or warehouse or other storage at the beginning of such week; provided, however, that in the event that the Grain Corporation announces that it has established and includes



in the guaranteed price an advancing premium, framed to reflect a fair carrying charge, this section shall not be effective during the period of such advancing premium.

## REPORT OF GRAIN CORPORATION

America's most gigantic war undertaking on June 30 changed its identity as the Food Administration Grain Corporation and undertook the task of handling the 1919 wheat crop for the coming year and under the new corporate title of the United States Grain Corporation with a capital of \$500,000,000.

At the annual meeting of stockholders with the president, Julius Barnes, United States Wheat Director, held in the corporation's offices, 42 Broadway, New York, reports of work accomplished revealed the Grain Corporation not only as a war body which had paid all of its own expenses and operated at a small profit rather than a loss, but also as perhaps the greatest commercial undertaking in the world in regard to the volume of business handled.

Upon the suggestion of the Executive Committee of the Grain Corporation, the stockholders adopted the recommendation that the organization was justified in carrying forward as earned surplus the equivalent of 6 per cent on capital supplied by the United States of \$10,191,666.64, and earnings of  $\frac{1}{2}$  of 1 per cent, net on \$1,800,000,000 worth of commodities handled amounting to \$9,000,000. This recommendation was made after setting aside a reserve for contingent liabilities, such as fire insurance, which the Grain Corporation carries on its own stocks, and the necessary adjustment of outstanding obligations in European relief.

A total of funds returned by mills as refund of excess profits over the regulated amounts of the 1917-1918 crop year, amounting to \$4,571,654.29 was also carried into earned surplus, making a total carried forward to net surplus earned amounting to \$23,763,320.93.

Herbert Hoover, who has been chairman of the Board of Directors of the Grain Corporation for nearly two years, cabled from Paris to the meeting of stockholders his resignation from that position which will be filled by Mr. Barnes as Wheat Director. Mr. Hoover, who continues as director in the Corporation, cabled to Mr. Barnes as follows:

Will you kindly request the Directors of the Corporation to accept my resignation as chairman and at the same time record my sense of loss at this termination of two years' personal co-operation with them in national service? I should not resign did I not feel certain that the Corporation is in hands which will assure the same public interest as hitherto.

This resignation of the Director-General of Relief in Europe is one of the first steps in his intended withdrawal from public service, as rapidly as the war service of the various departments of the Food Administration is finished, or they are absorbed by other agencies. It is expected that Mr. Hoover will return to America in about two months upon the completion of European relief and the arrival of the European harvest.

During the existence of the Grain Corporation the purpose of Mr. Barnes and the executive officers has been that the United States funds employed to conduct its affairs should at least earn the customary interest charge and that, beyond this, the turnover of its large business should be with as small an operating profit as could be properly calculated considering the complexity of its operations. During the 22 months of its existence the Grain Corporation has been fortunate in not losing a single dollar through fire loss. Calculation of its margin of profit at  $\frac{1}{2}$  of 1 per cent on commodities handled is in part due to the fact that its earnings were not drawn upon to absorb fire losses, which might easily have been expected under war hazards.

Since its incorporation 22 months ago, the Grain Corporation has disbursed \$3,500,000,000 and collected \$3,500,000,000. It has bought from first hands and sold for overseas shipments, commodities to a value of about \$1,800,000,000 at an op-

erating expense of about \$3,250,000. This means that its operating expense ratio has been about  $\frac{1}{6}$  of 1 per cent.

The business of the Grain Corporation has been carried on since the beginning of its active duties under Mr. Hoover two years ago, without a single change in personnel. Although other war agencies have demobilized, the Grain Corporation will continue in service for another year.

At the meeting of stockholders the first changes in the executive body became effective with the withdrawal of Frank G. Crowell of Kansas City as first vice-president and Gates W. McGarrah as treasurer, both of whom have held office in active service since the incorporation of the organization. Both Mr. Crowell and Mr. McGarrah have been mentioned in a special cable of thanks from the President for their war services in these offices. They retire under pressure of private duties.

Edwin P. Shattuck of New York, who has acted as general counsel of the Grain Corporation since its inception, has been elected as the new first vice-president. Mr. Shattuck will also continue as general counsel of the Grain Corporation.

The new treasurer-elect is Edward M. Flesh of St. Louis, who has been in London for the past six months handling the widespread European activities of the Grain Corporation in food relief as the

Piazzek, Kansas City; C. B. Fox, New Orleans; Charles T. Neal, Omaha; H. D. Irwin, Philadelphia; M. H. Houser, Portland; B. H. Lang, St. Louis; W. A. Starr, San Francisco; Charles Kennedy, Buffalo, N. Y., and P. H. Ginder, Duluth. The second vice-presidents will issue the licenses which all dealers must have to operate after July 15.

## CONFERENCE OF DUST EXPLOSION INVESTIGATORS

A conference of all the men working on the grain dust explosion investigation and prevention, conducted by the Bureau of Chemistry and Bureau of Markets, was held in Chicago on June 16, 17 and 18, at the headquarters' office of the Central Division or District. These men represented are the chiefs and the field men of the six districts into which the country was divided for the purpose of carrying on the campaign of education, an emergency measure brought on by this country's entrance into the world war, to help conserve the country's resources as well as to furnish food to our Allies and to neutral nations, in the way of saving grain, flour and other cereals and the elevators and mills from destruction by dust explosions.

The conference was called to order on Monday at 10 o'clock a. m., by D. J. Price of Washington,



GOVERNMENT EXPERTS IN ATTENDANCE AT DUST EXPLOSION CONFERENCE IN CHICAGO

active buying and distributing agency of the American Relief Administration. It is expected that Mr. Flesh will be able to close up the European work within the next few months and subsequently become actively identified with the Grain Corporation work in New York.

Watson S. Moore of Duluth, was elected second vice-president of the Grain Corporation and will continue in New York as a director. A. W. Frick of Duluth, formerly assistant secretary, was elected secretary of the Grain Corporation. H. M. Smith was made secretary to the United States Wheat Director.

The new Board of Directors of the Corporation includes Julius H. Barnes, Herbert Hoover, Edwin P. Shattuck, Watson S. Moore, Edward M. Flesh, Darwin P. Kingsley of New York and J. W. Shorthill of Omaha. Mr. Kingsley and Mr. Shorthill have been directors in the Corporation for the past two years.

Second vice-presidents in charge of the 13 outside offices of the Grain Corporation and supervising each zone of operation will remain the same as for the past two years with the single exception of San Francisco where R. A. Lewin has withdrawn under pressure of private affairs, and has been succeeded by W. A. Starr, his assistant for the past two years.

The second vice-presidents are George S. Jackson, Baltimore; Howard B. Jackson, Chicago; E. F. Newing, Galveston; F. L. Carey, Minneapolis; D. F.

D. C., engineer in charge of grain dust explosion investigation. The program included many subjects of great interest which we trust the Department of Agriculture will release at the earliest possible date. Dr. George Livingston, acting chief of the Bureau of Markets was present.

The accompanying illustration shows most of those in attendance, with the corresponding number of each: 1—Prof. C. H. Bailey, Minneapolis; 2—W. B. Lind, Minneapolis; 3—B. W. Dedrick, Chicago; 4—Vernon Fitzsimons, Minneapolis; 5—D. J. Price, Washington; 6—G. P. Bodnar, New Orleans; 7—H. R. Brown, Washington; 8—Paul E. Brady, Minneapolis; 9—C. O. Swanson, Manhattan, Kan.; 10—L. J. Court, New Orleans; 11—G. H. Baston, Washington; 12—Dr. J. W. T. Duvel, New York; 13—G. A. Hibbard, Chicago; 14—H. W. Hildebrand, Galveston; 15—Dr. G. A. Hulett, Princeton, N. J.; 16—Dr. H. H. Brown, Washington; 17—Prof. L. A. Fitz, Manhattan; 18—C. H. Bennett, New Orleans; 19—R. H. Black, Minneapolis; 20—Joe D. Morgan, Kansas City; 21—J. W. Bonham, Manhattan; 22—E. N. Bates, Washington; 23—J. O. Reed, Washington; 24—E. L. Riley, Buffalo; 25—H. J. Helmkamp, Washington; 26—H. E. Roethe, Washington; 27—C. R. Haller, Minneapolis; 28—C. M. Fritz, Chicago; 29—M. E. McCallam, San Francisco; 30—G. D. Witmer, Chicago; 31—L. C. Benedict, Washington; 32—W. A. Noel, Washington; 33—G. W. Crawford, Minneapolis; 34—C. C. Ruth, Portland, Ore.; 35—Fred H. Stone, Manhattan, Kan.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., JULY 15, 1919

### HORSES AND HAY

A RECENT survey of stable licenses in New York shows that the number of horses in that city were reduced from 108,036 in 1917 to 75,740 in 1919. No machine yet devised can supplant the horse in certain classes of work which is found largely in the cities on short hauls. Yet it can scarcely be expected that the number of horses in New York has reached the irreducible minimum, although it may be approaching that point.

Hay men, however, can view with more pleasure a recent report from England which indicates that, in spite of the great number of horses used in the war, the number in Great Britain actually increased during the four-year period 1914-1918. In the former year there were 1,850,725 and in 1918, 1,916,347 horses, not including a large part of the 120,000 military horses still in service which will be returned. But it is doubtful if England indicates the trend as well as does New York.

In this country the high price of hay and feed has been an influential factor leading to the purchase of a motor truck in many cases, and in others the greater returns promised from wheat raising has led many farmers to look to a tractor so that the meadow and pasture land could be plowed up and put into grain. There is no question but that the number of horses in use, per capita of population, is decreasing rapidly and will continue to decrease if wages and animal feeds keep to their present level.

But greater than any of these factors in the supplanting of the horse by trucks and trac-

## THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

tors, is the cumulative effect of the advertising put out by the manufacturers of power vehicles. So far as we recall we have never seen a paid advertisement boosting the use of the horse. The power of advertising is too well-established to need explanation. Almost every article you wear, eat or use was purchased through the suggestion of an ad, so is it strange that men will turn even from the faithful horse to worship at the shrine which, the advertisements say, is progress? Now, whether an advertising campaign on behalf of the horse would be wise or useful we do not attempt to say, but it does seem as though an industry like the hay trade, representing over a billion and a half of dollars worth of merchandise, would be worth spending something to preserve.

### TRADE ACCEPTANCES

OHIO grain dealers at their annual convention in Cleveland on June 18 passed a resolution endorsing the use of trade acceptances for grain dealers. Now let it be understood at once that this does not mean that the trade acceptance should be substituted for the time-honored draft on grain shipment. Grain bills of lading are as good as gold and need no specialized trade paper to make them acceptable to the banks. In fact a trade acceptance used in this way, especially in time of slow car movement, might be very expensive for the dealer as the money received from the acceptance, with a full elevator, would be idle and the acceptance is only useful for rapid turnover of capital.

What Ohio dealers had in mind was a means of taking care of payment by farmers of the side lines or feed grain which they purchased of the elevator, and upon which payments have been notoriously slow in the past. It is no uncommon thing for a farmer to bring in a load of grain, receive his check for it in full, and then fill up his wagon with feed, tile or cement, and then; "Put it on my account, John." But with the trade acceptance, John can have Mr. Farmer sign up for payment at his bank in from 30 to 90 days, take the acceptance to the bank and get his money. It saves him carrying the account without interest for six months or more, and releases that much capital for other business. Even if he has to accept a slight discount it pays well to do it on these small accounts.

### BUY OATS WITH CARE

THE new oats grades are generally satisfactory to the trade and in normal years will work without a hitch, but in a damp season shippers will have to buy with discretion or be in danger of suffering considerable losses. Oats which grade No. 1 at the country station, with 14 per cent of moisture, can easily take on enough moisture in a few days of damp weather to make them grade No. 4. Furthermore in 24 hours oats can heat and show enough bin burnt stock to throw them into sample grade.

It will be a real problem to handle and

ship oats in a damp season, and the test may come this year. In the bins they will have to be watched with the greatest care, and it might easily happen that a few hours will cause damage that would have paid for a complete installation of a thermometer registering system by which the operator could watch every bin at all hours in his office. The grades will increase the value and importance of a heat registering system. In shipping oats it will be wise to watch the weather map, and not start a car into wet territory. Money can often be saved by paying demurrage on cars for several days rather than risk a loss of 2 cents a bushel by loss of grade.

If we read the signs aright, there will be very general complaint of the oats grade if this proves to be a wet season, and on the other hand if harvesting and shipping is done under favorable conditions, the trade will accept the grades without a murmur. But whatever the weather, oats require careful handling and conservative buying.

### OBJECTIONS AND OBSERVATIONS

WASHINGTON dispatches recently have carried the news that congressmen are being flooded with objections from farmers on the Wheat Guarantee Bill. They want the bill annulled in the belief that, if the market were opened up without Government control, wheat would find a level considerably above \$2.26 Chicago price. The farmers claim the millers for years were making a profit of 50 cents or more on all the wheat they handle, and they believe they should have this excess profit rather than the millers. Their claim is also based upon the report that the Grain Corporation made a profit of \$23,000,000 in handling last year's wheat.

In regard to miller's profits, the agreement with the Grain Corporation specifically limits their returns to net cost, plus an operating charge of 25 cents per bushel calculated to f. o. b. mill bulk basis, in case the resale price is made lower by the Grain Corporation. On carlot sales of flour the miller is allowed a profit of 15 cents per barrel, and on carlot feed sales a profit of 50 cents a ton. The recent rise in wholesale price of flour is due to the premiums which the millers have paid for wheat to shippers and to the Grain Corporation.

The Grain Corporation has made a profit on handling wheat. A goodly percentage of that profit has come out of domestic consumers as millers have bought several millions of bushels of wheat at premiums over the Government price, which was immediately reflected in the domestic flour market.

But the farmers are optimistic indeed, if they think that an unrestricted world price would net them better than \$2.26. Australia and Argentine have a surplus, not enough to supply the import demand from Europe to be sure, but ample to affect our price, as both countries are selling at a price at which wheat



arrives in Europe cheaper than we deliver it. Our price is sustained only by the complicated credit arrangement which is effective through the Grain Corporation Agency, and which would be disrupted should the Corporation withdraw. This matter of adjusting credits is the only excuse for the operations of the Grain Corporation. We are only beginning to realize the desperate financial straits Europe is in, and the efforts that will be made to relieve it. Without the clearing house method which the Grain Corporation has put into effect in handling grain exports, we could expect only a minimum business abroad. The larger grain dealers are resigned to a continuation of the Corporation on this account.

The sufferers of the present arrangement are the consumers, not the producers. They are the ones who have a right to protest against profits made by the Grain Corporation. They save in taxes, but the cost of living is kept disproportionately high, and the cost of living hits hardest those least able to pay. Mr. Farmer, if he is wise, will take his profits on his crops and his increase in land values and be thankful that the Grain Corporation feels that it must make money for the Government regardless of how much it costs the people who constitute the Government.

## PROFITEERING

"IT IS unthinkable," said Julius H. Barnes in his address at the New York conference, "that large private profits should accrue from food."

However unthinkable it may be, the condition apparently exists, for a committee of Congress and Commissions in several of the larger cities have seen the necessity of investigating the steadily rising prices of food. In England, also, food profiteering is rampant, and the Parliamentary Secretary to the Ministry of Food has announced that, should present conditions persist, food control in Great Britain will be retained. He said:

The work of the Ministry of Food will be performed as soon as the dangers which it was created to guard against have passed away. It is impossible to say that we have yet returned to normal conditions, and I think it certain that some measures of control will be retained during the coming winter, either by the existing Ministry or by some other department of State to whom the powers of the present Ministry might be transferred.

In speaking of control I am not thinking so much of rationing, the necessity for which we hope has now disappeared—although even in that respect there may be surprises in store for us—but of the maintenance of national or possibly inter-Allied purchases of some essential foodstuffs with a view to stabilizing prices and cutting out the speculative middleman, who in any period of shortage found his harvest at the expense of the consumer.

It seems rather strange for the grain trade to be in a position where charges of profiteering cannot be brought to their door even by the demagogues whose former stock in trade was the speculation in the wheat pit. The grain trade has a proud war record. They have accepted the sacrifices that have been thrust upon them, but it is quite certain that, in spite of those sacrifices, they would be the

center of attack if they were not protected in this respect by the fixed price. While the wheat price is responsible for the general high price level, it cannot be charged against dealers.

## BRIGHT PROSPECTS

WHEAT, corn, rye and hay crops, according to the Government report of July 9, will yield considerably in excess of last year. Oats will be 135,000,000 bushels less than in 1919, but private reports indicate a crop of high quality. Barley decreased from 256,000,000 to 231,000,000 bushels, and flax from 13,800,000 to 13,200,000 bushels.

Both spring and winter wheat went back during the month. There was considerable lodging in the Southwest, and Montana and western Dakota suffered from drought. The latter condition did serious damage to the winter wheat and hurt the spring sowed grain before recent showers came to relieve the distress. Present indications are for 839,000,000 bushels of winter wheat, 322,000,000 spring wheat, a total of 1,161,000,000 bushels; 2,815,000,000 bushels of corn, as against 2,538,000,000 last year; oats, 1,403,000,000 bushels; rye, 103,000,000 bushels compared with 90,200,000 last year; and hay 116,000,000 tons as against 90,400,000 in 1918.

## EDITORIAL MENTION

The permit system for grain shipment will be used as soon as a congestion appears at any market. It is hoped that car distribution and permit issues will be co-ordinated.

The latest form of madness that has attacked German Reds is a threat to call a strike of all harvest workers. Germany may need some of that grain before the year is out. But what is starvation between Bolsheviks?

The Ohio dealers passed a resolution requesting truck manufacturers to put the truck bodies on hinges so they can be emptied by raising the forward end. Have the Ohio grain men never heard of King Canute? The waves of the ocean refused to obey, so he moved back his throne. Ohio elevators will save themselves this embarrassment if they install an auto-truck grain dump.

When farmers begin to examine into the cost of handling wheat and discover how intimately cost is associated with volume, it may be effective in discouraging the building of co-operative elevators where they are not needed. By the ruling of the Grain Corporation, the more it costs to handle the less the farmer will receive for his wheat. This is an argument that strikes home.

The effective date of the new bill of lading has been postponed to September 8. The Alaska Steamship Company and others have asked an injunction to have the order of the Interstate Commerce Commission set aside, and the Commission has been given six days

to file a brief, after which about 10 days will elapse before a decision is rendered. The Commission seems to have no fear that the injunction will be granted.

Grain dealers will have comparatively plain sailing this year if they grade the wheat accurately as it comes from the farmer. Guess-grading is gone for good.

The Canadian Government is making a serious study of wheat heating in cargo to Europe. Our own Department of Agriculture has done some work in this line, and between the two some invaluable data should be collected.

About every grain association in the country has passed resolutions condemning the marketing activities of county agents. The Bureau of Markets disclaims a definite policy in this regard. It is time the Bureau adopted a policy and called off its agents from competing with legitimate business.

The take-all disease has pretty well frightened wheat growers throughout the country. And well it may, for it is a ruinous affliction. Every turn of color or poorly filled heads is attributed to take-all, but as a matter of fact the disease so far is restricted to fields in three counties in Illinois and four in Indiana.

Grain growers of Montana want the wheat standards revised to admit in No. 1 wheat 15 per cent of moisture and 58 pounds to the bushel. That mixed winter and spring wheat should not be degraded on that account and that Rule B be eliminated. Why not make a law that all wheat grown in the Northwest shall be graded No. 1.

One of the best things the Bureau of Markets has done is to have Federal grading exhibits at the various state and county fairs and farmers elevator association meetings. When a farmer sees how grain is actually tested and learns what the factors are that lower his grade, he will be more apt to produce and market better grain.

It is doubtful if any industry has more to contend with in respect to inimical legislation and has set its house in order more thoroughly than the feed manufacturers. Their policy, as expressed at the convention in St. Louis, is to anticipate regulation by law by regulating themselves. A sound business policy which will reflect to the advantage of all who do business with them.

Hale Holden, regional director of railroads says that there are now 20,000 grain cars waiting on Western lines and that the number will be doubled by the time the crop moves in volume. If that number of cars can be kept in continuous grain service in the West, the situation will be well cared for. The trouble will begin when they take export grain to the seaboard. Only the most efficient management will prevent a congestion as serious as that of two years ago.



H. C. GAMAGE  
Kansas City, Mo.

# NEWS OF THE TERMINAL MARKETS

MARTIN MULLALLY  
St. Louis, Mo.

## ADVANCE IN STORAGE RATES

The members of the Chicago Board of Trade voted on June 27 to advance the grain storage rates to 1¼ cents per bushel for the first 10 days' storage, and one-twentieth of a cent for each succeeding day thereafter. The change in rates will become effective January 1.

## DEMURRAGE CHARGES REDUCED

The National Industrial Traffic League has sent out notice that the reduced demurrage charges of \$2, for first four charged days, and \$5 thereafter, and a separate average agreement for loading and unloading cars, have been approved by the director-general to become effective July 20, 1919.

## NEW OFFICERS OF HUTCHINSON BOARD OF TRADE

At the recent annual election on the Hutchinson Board of Trade of Hutchinson, Kan., Carl Hipple of the Hugoton Elevator & Warehouse Company was elected president and J. W. McReynolds of the Farmers Co-operative Commission Company, vice-president. The new Board of Directors consists of Dr. J. W. Rose, E. E. Shircliff, George Gano, Ralph Russell, J. R. Baker, Paul Gano and E. A. Mowery.

## CASH GRAIN AT PEORIA

The Mueller Grain Company of Peoria, Ill., reports the recent situation in that market as follows:

"Receipts of corn here have been light and we do not look for any material increase in the movement from the country until farmers have completed harvesting. Prices have not been strong the past few days due to the fact that our largest industry has been out of the market on account of labor troubles at their plant, and this has naturally curtailed the demand considerably. Shippers have been buying in a small way to go to short haul points. The new crop is reported to be making good progress.

"Receipts of oats have been fair and prices have advanced somewhat following the trend of other markets. However, there is very little demand for this cereal in this market; a few are being worked daily to Southern territory. We understand there are quite a few old oats back in the country."

## NEW OFFICERS OF RICHMOND GRAIN EXCHANGE

At the annual meeting of the Richmond Grain Exchange, held July 3, the following officers were elected for the year commencing July 1: President, W. T. Seldon; vice-president, W. F. Farrell; secretary-treasurer, W. F. Green.

Board of Directors: S. T. Beveridge, R. L. Chevery, T. L. Moore, W. F. Richardson, Jr., W. D. Saunders, W. C. Todd, H. G. Carter, G. W. Wingfield, W. P. Wood.

The Exchange now has a complete equipped Federal Grain Inspection Department, W. F. Green having been licensed to inspect and grade shelled corn, wheat and oats. The market also has a Hay Inspection Department, C. L. Gregory and deputy having been approved by the National Hay Association.

The State Corporation Commission of Virginia has issued a charter to the Richmond Public Elevator & Storage Corporation to operate a grain elevator with 500,000 bushels' capacity and a hay

storage house. The capital is \$500,000. The officers named in the charter are W. G. Bragg, president; Julian A. Hill, vice-president, and Benjamin L. Purcell, secretary-treasurer, all of Richmond, Va.. The purpose of the incorporators is to proceed at once to secure plans and erect an elevator and storage warehouse. The movement has the earnest co-operation of the grain trade of Richmond, and will be pushed to an early completion. It is proposed to erect an elevator equipped with the most modern facilities for handling, storing, cleaning and drying grain, etc., and the company will be on the market for the necessary equipment.

## ROY V. HARPER HEADS EXCHANGE

At the annual election on the Pittsburgh Grain and Hay Exchange, held in June, Roy V. Harper of Harper Grain Company was elected president;

ROY V. HARPER  
New President Pittsburgh Exchange

William Leubin of Geidel & Leubin was elected vice-president; Renwick W. Young, secretary, and W. A. McCaffrey, treasurer. The new Board of Directors is composed of James McCune, William Leubin, W. A. McCaffrey, R. W. Young, George E. Rogers, I. N. Baker and Roy V. Harper.

A few days after the meeting the Exchange held its annual outing at Schuetzen Park in which both the wholesale and retail grain trade of Pittsburgh participated. The Committee on Arrangements for the outing consisted of J. E. Guyton, Charles V. Herb and A. F. Fisher.

## QUAKER OATS COMPANY INCREASES ITS CAPITAL

An increase in its capital stock from \$30,000,000 to \$50,000,000 was authorized by the stockholders of the Quaker Oats Company at a meeting held at Jersey City, N. J., on July 12. The increase will consist of \$10,000,000 each of common and preferred stock. The enlargement of the capital is to enable the company to sell \$7,200,000 preferred shares and the money will be used to pay off floating indebtedness owed the banks, and used in carrying on the business.

The new preferred will be offered to stockholders at par at the rate of one and one-half shares to one held at present. A syndicate has been formed composed of Lee Higginson & Co. of Chicago, and

the Merchants Loan and Trust Company to take the shares that are unsubscribed for by the stockholders.

## EXCHANGE WILL ENLARGE

The Cincinnati Grain & Hay Exchange, Cincinnati, Ohio, is making arrangements to lease two additional buildings near the railroad freight yards in the East and West ends of the city, to help out their present overtaxed and inadequate facilities.

The business of the Grain & Hay Exchange since its withdrawal from the Chamber of Commerce has expanded to a very large extent and the new buildings will be used for rapid inspection and testing of the enormous quantities of wheat and other grains expected to arrive when the new crop begins to move.

## PROSPECTIVE CORN YIELD GRATIFYING

Simons, Day & Co. of Chicago, commenting upon the Government Crop Report say: "If the indicated yield is really harvested, it would be a very gratifying result, especially so as the production comes from a greatly reduced area. Consumptive home requirements have been increasing yearly and a larger crop than last year is a necessity to insure against a higher level of prices. July and September are governed by old crop conditions and as the situation is not apt to change for the better on account of the supply of merchantable corn on hand, a material price recession seems unlikely. Receipts continue light and are likely to remain so. Trade is going into December, which reflects the good crop outlook."

## A DREADFUL SPECTACLE

On the twenty-sixth of June at about three o'clock in the afternoon, there might have been seen lying on the ground at Mooresville, Ind., not far from Indianapolis, a young man in an apparently lifeless condition. His face and body were gory with blotches of red and several teeth were scattered along the ground where he lay. A small body of anxious young men were working over him energetically, and using every available means known to them to bring him to life again. The occasion of this bloody drama was the annual outing and chicken dinner of the Indianapolis Grain and Hay Club and the name of the stricken young man was John Cardiff, manager at Indianapolis for E. Lowitz & Co. of Chicago.

The Club had planned as an added attraction to its afternoon sports, to pull of a boxing bout between two of its members, and John Cardiff and Arthur Swanson, manager for Sawers Grain Company, had been selected to make a Roman Holiday. Mr. Cardiff was introduced as the "Irish Wonder," and Mr. Swanson received vociferous cheers as the "Terrible Swede." The fight was fast and furious and each grain man backed with purse and lungs his favorite. In the third round the "Irish Wonder" received a knockout by a stinging blow to the jaw and panic seized the spectators when the crimson flood spread over his face and form and when, after 10 minutes of treatment he failed to come to. Fred Vawter of the Belt Elevator Company, who furnished the gloves, felt that this connivance at the fight would land him in a prison cell and A. E. Hartley was so affected by the horrible sight that he lost the greater part of his good chicken dinner. All at once the "Irish Wonder" rose to his feet, his



pallor gone and wiped from his face the stains of red raspberry juice. The lost teeth proved, on later examination, to be kernels of corn.

The bag of raspberry juice and kernels of corn had been slipped to the "Irish Wonder" by one of his seconds, during the moment's rest allowed before the third round. Who was this second? As there were several assistants it was not definitely known. However, we feel like offering the following advice to those desiring a solution of the mystery: When in doubt, ask Bert Boyd.

#### BUYERS OPTIMISTIC ON VALUES

The market here on corn has been fair to good and with light stocks, we are well cleaned up. Values at this time are from 2 to 4 cents per bushel under Western quotations. Buyers are inclined to buy for immediate requirements only, as the advance has been so rapid that buyers appear to be very indifferent.

The market on oats here has been some better the past few days and receipts are well cleaned up. Elevator stocks are increasing but market, as a whole, is recovering with values about 1 cent per bushel under Western quotations. The present prices of hay show a decline of about \$7 per ton and consumers are inclined to feed more hay at this time.

Buyers are generally more optimistic regarding values of corn and oats, than for sometime.—*Harper Grain Company, Pittsburgh, Pa., letter of July 12.*

#### ON THE PASSING OF JOHN BARLEYCORN

Hulburd, Warren & Chandler of Chicago, Ill., supplemented their market letter of June 30 with the following on the death of King Alcohol.

"As the curtain falls at midnight tonight on the long reign of alcohol, we are conscious neither of a feeling of pleasure nor of a feeling of regret, but rather one of lively curiosity concerning the outcome of our country's latest and broadest experiment in paternalism.

"We have searched the wisdom of the past, but we find little that applies to the present case, for there seems to be no precedent. Macauley said:

"Nothing is so galling to a people, not broken in from birth, as a paternal, or in other words a meddling government, a government which tells them what to read and say and eat and drink and wear."

"And again: 'That is the best government which desires to make the people happy, and knows how to make them happy.'

"But our people have borne the increasing yoke of paternalism for years past, without serious injury, and without being conscious that it galled, and doubtless we can bear this added burden; while in taking our liquor from us, perhaps the Government knew how to make us happy. Who can say?

"And why should we not be happy? Those who fought for prohibition are already happy, while those who have stocked up with supplies to last them during this life and the next may be buoyed up by the hope that the law may be repealed before their stocks are exhausted. To the latter class we offer the advice of Hesiod:

At the beginning of the cask and at the end take thy fill but be saving in the middle; for at the bottom saving comes too late.

"This gem of wisdom was written about the year 700 B. C. Perhaps Old Hesiod had the present situation in mind.

"In the old days, the Puritans hated bear-baiting, not because it gave pain to the bear, but because it gave pleasure to the spectators. The Puritans won the anti-bear-baiting crusade, and they have now won the crusade for prohibition. Perhaps they are just as right now as they were then.

"Dr. Samuel Johnson said: 'Abstinence is as easy for me as temperance would be difficult.'

"It was largely to protect a class that could observe neither abstinence nor temperance that the prohibition law was passed. On this point Herbert Spencer said:

"The ultimate result of shielding men from the effects of folly is to fill the world with fools. But

men have been shielded from folly from time immemorial, and we can not find that there are more fools in the world today than there ever were."

"And so the wisdom of the ancients affords no light by which to direct our faltering meditations, but we rest content as we bid King Alcohol farewell forever."

#### PRESIDENT OF WINNIPEG EXCHANGE

Fred J. Anderson, recently elected president of the Winnipeg Grain Exchange at the age of 40 years is a splendid type of business man who knows how to work and play, and whose character has advanced him to one of the most responsible positions in the Canadian grain trade. Mr. Anderson was born in Michigan. That only goes to show of how little concern is that invisible line which divides this country from our Northern neighbor. Our settlers of the Northwest are of the same stock as the Dominion pioneers. This has been proved on plain, in city marts and on Europe's many battlefields.

Mr. Anderson was educated at Litchfield, Minn., and for two years was in a law office in that city. He went to Minneapolis in 1899 and for four years



FRED J. ANDERSON  
President Winnipeg Grain Exchange

wrote life insurance. Then he went to Winnipeg and has been in the grain business in that city ever since.

But though he has worked out a successful career, he has not forgotten the value of play and is a member of the Manitoba Motor Club, the Winnipeg Golf Club, Elmhurst Golf Club and the St. Charles Country Club. He was married June, 1919, to Katherine C. Brown of Ontario, so that his interests are pretty effectually settled in our neighbor to the north.

#### NEWS FROM CLEVELAND

F. R. Sowers, secretary of the Grain and Hay Exchange of the Cleveland Chamber of Commerce sends us the following late news from that market:

A general survey of the harvest and grain being harvested, as noted by a representative of the firm of Shepard, Clark & Co., who has traveled throughout northern Ohio, indicates that wheat is not running as expected, the most of which, thus far, will grade about No. 3 red winter, due principally to its being shrunken, which is accounted for by the hot wave the first part of the month of June. The outlook for corn and oats in northern Ohio is very good.

The Grain and Hay Exchange has appointed a committee to arrange for an outing on the lake shore for its members, their families and employees.

The following delegates have been appointed to represent this Exchange at the National Hay Association Convention at Detroit, July 16, 17 and 18: Messrs. A. A. Kemper, H. M. Strauss, A. G. Oatman, F. W. Blazy and O. W. Trapp.

W. C. Seaman, general manager of the Herrman-McLean Company, of this city has gone with his family to Cedar Point for a vacation.

F. W. Blazy, general manager of the Star Elevator Company, has returned to his office after having spent a month traveling with his family in the West.

The past week has witnessed the arrival of the first new wheat into this market, which was consigned to the Cleveland Milling Company.

The Grain and Hay Exchange is preparing to install analyzing service on flour and feed. Dr. H. O. Way, city bacteriologist for the past several years, will be in charge of this service.

The few recommendations of the Market Survey Committee which visited this city in the spring have been fully complied with, which makes this a 100 per cent point in providing satisfactory inspection service on grain.

L. Wood, city sales manager for the Union Elevator Company, while returning from a fishing trip in the Adirondacks, was slightly injured in the train wreck of the New York Central at Dunkirk, N. Y. Mr. Wood, however, has been able to be in his office this week.

Under ruling of the Food Administration, Grain Corporation, no new wheat will be bought at Cleveland this fall. However, Cleveland will be in the oats and corn market this fall.

Carl Johnstone, manager of the Returns Department of the Cleveland Grain Company, is spending his vacation on the lake shore near Painesville.

A. W. Clark, secretary of the Cleveland Grain Company, will represent that firm at the Ex-lake-grain Rate Conference at Toledo this week.

Quite a lot of new oats has already been booked by the larger grain dealers of this city and this is taken as an indication that Cleveland will be an important oats market throughout the season.

The Cleveland Grains Drying Company reports their plant at Wellington sold with the expectation of going into something much larger. This company maintains its principal drying plant in Cleveland.

A. G. Oatman of the firm of Oatman & Monfort left Cleveland this week with his family for a month's vacation.

Announcement is made that C. J. Steffen is now traffic manager of the Cleveland Milling Company, succeeding C. E. Arthur.

President and secretary of the Grain and Hay Exchange will attend the National Hay Association Convention in Detroit in addition to the authorized five delegates from the Exchange.

#### TERMINAL NOTES

The Brouse-Skidmore Grain Company of Cincinnati, Ohio, has increased its capital stock from \$12,000 to \$25,000.

E. A. Cawcutt has left the Northern Grain Commission Company of Minneapolis, Minn., to become the vice-president of C. C. Wyman & Co. of that city.

H. E. Botsford of H. C. Carson & Co, Detroit, Mich., left home July 9 for Keewahdin Beach on Lake Huron where he is enjoying a two weeks' outing.

The Salina Board of Trade of Salina, Kan., entertained the grain men of northwestern Kansas at a banquet given at the Elks Club the latter part of June.

Hugh Blue recently resigned from the office of the Grain Corporation at San Francisco, Calif., and has become associated with the Western Pacific Grain Company.

The Minneapolis Chamber of Commerce is making numerous changes and improvements in its trading floor which will add very largely to its convenience and facilities.

The announcement is made that Chatterton & Son of Mount Pleasant, Mich., and the Madsen-Ryon Company of Ann Arbor, Mich., have consolidated under the firm name of Chatterton & Son. The Ann Arbor office was discontinued on July 1 and the main office of the company was established at Lan-



sing, Mich., on July 15. The new company has greatly enlarged facilities and will consequently have larger opportunities for serving its many patrons.

H. E. Wacker is the new manager at Clinton, Ill., of the E. B. Conover Grain Company of Springfield, Ill. Mr. Wacker succeeds J. A. Rhodes who has gone with a grain firm at Chicago.

The Kellogg-Huff Grain Company, Inc., with capital stock of \$15,000, has been incorporated at St. Joseph, Mo., by James F. Kellogg of Skidmore, Walter L. Lingle of Bethany and others.

John Pugh, said to be the oldest member of the Philadelphia Commercial Exchange, has retired from active business at the age of 81 years. He was for 55 years engaged in the grain business.

The Twidale-Wright Grain Company of Kansas City, Mo., is now represented in Nebraska, Wyoming and Colorado territory by Jay J. Owens who maintains his headquarters at Hastings, Neb.

John M. Flynn has become the sole owner of the Mid-West Grain Company of St. Joseph, Mo., having bought all the outstanding stock. Mr. Flynn is president of the company, F. L. Driver is secretary and L. L. Roesele, treasurer.

E. L. Southworth and Jos. L. Doering of Southworth & Co. of Toledo, Ohio, were visitors on a number of Western and Northwestern exchanges the latter part of July, the itinerary extending as far North as Duluth, Minn.

The H. S. Newell Company of Duluth, Minn., has incorporated with a capital stock of \$500,000, to carry on a brokerage and grain commission business. The incorporators are H. S. Newell, C. Gilhertson and Hugh J. McGlearn, all of Duluth.

Howard B. Jackson, vice-president of the Grain Corporation at Chicago for the past two years, continues in office for the year which began July 1. W. R. Linn, member of the advisory board, and John H. Jones, secretary, have resigned.

Credit is given to W. K. Mitchell of Harris, Winthrop & Co. of Chicago for making the first sale of cash corn at any of the terminal markets at \$2 per bushel on this crop. He sold a car July 9 No. 2 white to arrive, 5 day shipment, at that figure.

Lew Hill, popular grain merchant of Indianapolis, Ind., returned home July 2 from a 10 days' Eastern trip in which he visited Pittsburgh, Baltimore, Philadelphia and New York markets. He reports that there will be a good Eastern demand later for Western wheat.

The Oswald-Delaney Company has succeeded the E. Oswald Grain Company at Omaha, Neb., Mr. Oswald having been joined in the grain business by J. Delaney, well known grain man of Ulysses, Neb. Offices of the company are in the Omaha Grain Exchange Building.

A petition was recently filed at Baltimore for the dissolution of the Norris Grain Company of Maryland. The company was incorporated October 1, 1916, with a capital of \$5,000 fully paid. It has ceased to do business, the petition states, and has no assets or liabilities.

Milton Crowe, for the past two years a commission merchant at Buffalo, N. Y., is now active as grain buyer and broker at Frankfort, Ind., and representing John T. Fahey & Co. of Baltimore, Md. He still continues his Piqua office which has been in continuous operation since 1911.

J. Ralph Pickell, editor of the *Rosenbaum Review*, published by J. Rosenbaum Grain Company, Chicago, Ill., arrived in New York July 10, after visiting England, France, Scotland, Ireland, Italy, Belgium, Holland and Spain. Those who have been reading his interesting articles in the *Review* may expect shortly a full summary of European conditions.

Edward W. Bassett of the Bassett Grain Company with offices in the Pythian Building, Indianapolis, Ind., was indicted by the Federal Grand Jury late in June on charges of knowingly making false and fictitious claims against the Quartermaster Corps of the United States Army. The indictment charged that he obtained \$1,272.38 through the presentation of claims for payment on hay and straw

which he claimed had been delivered to the forage branch of the Quartermaster Corps and which had not been delivered or was short in weight, according to the contention of the Government.

About 200 grain men from points in northwest Missouri, northeast Kansas, southwest Iowa and southeast Nebraska were guests of the St. Joseph Grain Exchange of St. Joseph, Mo., at a very elaborate dinner and entertainment at the Lotus Club on the evening of June 25.

The R. B. McClean Grain Company has been organized at Minneapolis, Minn. Mr. McClean has been identified with the R. B. McClean Grain Company, Ltd., of Winnipeg, for years. J. H. Riheldoffer, for years the local manager for McCabe Bros. & Co., will manage the Minneapolis office for the McClean company.

The Federal Grain Company has succeeded the Aylesworth Grain Company at Kansas City, Mo. Harry J. Smith who has been associated with the grain trade of Kansas City for a number of years past is the president of the company, A. R. Aylesworth continues in charge of the wheat sales department and Kenneth G. Irons manages the consignment end of the business.

Fred J. Collins, who has been connected with the Urmston Grain Company's office at Buffalo, N. Y., for some time past, has been appointed manager of the office to succeed Milton Crowe. Mr. Collins is well acquainted with the Eastern grain trade, especially in the consuming territory. He expects a very active business both in the receiving and shipping ends this fall and winter.

It is stated that grain and elevator interests in Washington are opposed to the proposed rules for handling grain under the United States Warehouse Act. They claim the rules are unnecessary since the state has adequate warehouse laws, and the provisions as to grain grading are objected to on the grounds that the state had already both state and federal inspection and grading.

Wegener Bros. is a new grain commission firm in the Chicago market. George A. Wegener has been identified with cash grain interests at Chicago for many years past and until recently was manager of the cash grain department of Logan & Bryan. Arnold G. Wegener has been for a number of years an active broker and pit trader. The offices of the new firm are at 305 South La Salle Street.

The Vincent M. Jones Commission Company of St. Louis, Mo., recently incorporated with a capital stock of \$25,000, has been taken over by the Producers Grain Commission Company, organized by the incorporators of the former company, with paid up capital of \$100,000. The new company will have the same offices as the old company in the Merchants Exchange Building. The business will consist in the handling of hay, grain and seeds.

The grain business of A. G. Tyng, recently deceased, at Peoria, Ill., is continued by George H. Krieger, Henry A. Miller and Homer H. Dewey, as the Tyng Grain Company with a capital stock of \$15,000. Mr. Krieger and Mr. Miller have been connected with the old firm for more than 30 years, while Mr. Dewey has been in the grain trade on the Peoria Board of Trade with the firm of W. W. Dewey & Sons.

A new grain firm under the name of Bell, Hunting & Co., Inc., consisting of W. M. Bell, president, W. A. Hottensen, secretary and treasurer, and F. H. Hunting, vice-president and general manager, has been organized at Sioux City, Iowa. The two first named men are respectively president and vice-president of the well known and long established grain corporation of W. M. Bell Company, Milwaukee, while Mr. Hunting has for several years been manager at Sioux City of the Atlas Elevator Company, a subsidiary of the Van Dusen Harrington Company of Minneapolis, Minn. He was formerly manager of the Hunting Elevator Company at McGregor, Ia., a firm owning and operating a large line of country elevators in Iowa, South Dakota, and Minnesota, and, therefore, well acquainted with every department of the cash business. Mr. Hunting will manage the affairs of the new concern, which will in

every way be distinct and separate from the W. M. Bell Company. With expert service added to full financial reliability this firm expects to build up a large business in Sioux City, whose importance as a terminal market is so rapidly increasing. In addition to merchandising all kinds of grain the new firm will act as commission merchants and invites consignments with the assurance that full satisfaction will be rendered to all customers.

Chas. Titzen has been reappointed inspector and weigher of seeds on the Toledo Produce Exchange, Toledo, Ohio. In commenting on the appointment J. F. Zahm & Co. of Toledo say in their Red Letter: Mr. Titzen's services, his knowledge of, and correct gradings on seeds, have been appreciated by many who use this market, although, of course, there are cases where Inspector Titzen has probably graded seed lower than the owner expected, but one must remember, that he has rules to follow, and also that there is always a chance for appeal. Many do not take advantage of the latter.

The Wheat Export Company, Inc., was appointed by the British Royal Commission on Wheat Supplies to represent the Allied governments in this country. At the entrance of America into the war the Hancock Grain Company of which George G. Omerly is president, was appointed representative at the Port of Philadelphia. The entire time and force of the company were required to supervise enormous shipments of grain, flour, etc., for the Allied countries and armies in the field. Effective July 1, the company was released from this service, and is again actively engaged in the grain business, still maintaining its offices in the Bourse. The company announces that it is now prepared to handle grain on consignment and make reasonable advance or purchase outright against sight draft. The Hancock Grain Company was established in 1876.

## IMPORTANT AMENDMENT TO CANADA GRAIN ACT

Notice has been given by Hon. A. K. MacClean, Acting Minister of Trade and Commerce, of amendments to the Canada Grain Act which creates a board to be known as the Board of Grain Appeals, to consist of three members, who must be grain experts and who shall hold the office for a period of 10 years. The offices of the Board will be located at Ft. William where it can most conveniently hear appeals from decisions of the Chief Inspector on samples of grain respecting which the grading is disputed.

Provision is also made for the establishment of a Survey Board at Calgary for the district of Calgary. The amendments provide that all track buyers, and owners, and operators of warehouses and mills and all grain commission merchants shall take out annual licenses. In future no person, firm, or corporation, licensed as grain commission merchant, shall directly or indirectly buy for his own account any grain consigned to him by customers for sale on commission.

## SPECIAL PERMITS ON AMERICAN EXPORTS THROUGH CANADA

The Acting Minister of Trade and Commerce for Canada announces that American wheat when arriving above Montreal in transit for export shipment will be permitted by license from the Department of Trade and Commerce until further ordered. It is expected that this privilege will terminate about September 1, or at least early enough to ensure the entire elevator capacity on the Great Lakes for Canadian grain when it commences to move forward and as well our railway facilities for handling Canadian grain.

Regulations will be formulated shortly in respect to such shipments to ensure that shippers must provide tonnage to carry such grain from Canadian seaboard in order to prevent congestion in Canadian elevators. In the meantime, on application from shippers, licenses will be granted by the Department of Trade and Commerce.



## JUDGING GRAIN

The invitation conference held by the Wichita, Kan., Board of Trade last month was well attended. Among the principal addresses was one on judging grain, by R. D. Jarboe, Federal supervisor, in which he likened the grain inspector to a judge, the grain sample being the witness. Continuing his address, Mr. Jarboe said:

I am inclined to present the matter of grain inspection in this way for the reason that many shippers of grain seem to incline to the belief that an entirely different *modus operandi* is followed by the inspector in reaching his conclusions. Some seem loath to give up the idea that the inspector of grain is too often influenced by the millers and dealers of the terminal markets; that the miller or dealer having an office at the point where inspections are made, make it a part of their daily business to act the part of an attorney and insist on making an oral representation as to how the answer of the witness should be interpreted. I can assure you such is not the case. Even if some were so inclined—which I do not think is true of a single dealer in this market—the United States Grain Standards Act, vigorously enforced would make such procedure very unpopular because it would prove it to be very unprofitable. I am sure you will find less endeavor to influence the judiciary of grain inspection than will be found in any other court, for the reason the inspector subpoenas his own witness, examines it in way laid down by the Secretary of Agriculture, permits no oral arguments in the matter, and carries on his work without the presence of either of the interested parties. His main interest in the matter is represented solely by the salary paid him by the state engaging his services, which would cease if his license were revoked by the Secretary of the U. S. Department of Agriculture.

The inspector must be—and is as far as my investigation has extended—just as fair and impartial as is the judge of any other judiciary. It is a very large part of the duties of the grain supervisors located in 35 of our principal markets, to see he is such a judge. To see he is not only a fair judge, but one well versed in his duties, and fully capable of determining the true grade of the grain. It is also our duty to see he is not molested in his work, by any one seeking to have him grade incorrectly.

A word to interior elevator operators: You can be of material assistance in bringing about correct grading by using ordinary care in loading. Load your cars uniformly. If two lots of grain of different condition are to be shipped in the same ear, it will be of very great help if the two lots are thoroughly mixed in the elevator before loading. It will make a representative sample more easy to secure, and consequently the correct grade more likely to be determined.

Don't load too full for sampling. Don't throw all your trashy grain in one part of the ear. Load it evenly all through. Trim your car after loading. This makes for better sampling and may often avoid loss in transit. In the use of cars in many of these small things you will be rendering a benefit to yourself as well as materially assisting the inspectors in rendering efficient service.

It is believed that each and all of you gentlemen, whether a terminal or interior dealer, will confess to a lack of confidence in the grading of grain being at all times correct, as conducted in the past. The doubt was not predicated upon any mistrust of the integrity of the inspector, but was, no doubt, influenced by your knowledge of the conditions under which he worked, and the methods used in determining the grade of the grain.

The inspection of grain has been placed upon the same high plane as the work of assaying ore or making full and complete analysis of wheat flour. The technical features of the assayer or grain chemist have not been brought into use in the inspection of grain, but equipment has been devised that by its use a perfect determination can be made for ascertaining nearly every one of the grading factors. The equipment is simple. Its use is not at all difficult to learn, but is reliable at all times. Permit me to briefly describe to you the equipment necessary in a grain inspection office and to call your attention to its simplicity.

I will start with the sample after its receipt at the office of inspection. The first act performed by the inspector is to empty that portion of the sample, found in the canvas bag, into the sampling device, reducing it into two equal parts. One part is then placed on a Torsion balance and its weight ascertained in grams. It is then run through the "Oat Kicker" which makes three separations: First, clean wheat; second, ruffage, consisting of oats, barley, straw, stones and other coarse matter; and third, small weed seed, dirt, sand, shriveled and broken kernels of wheat. The third separation is re-screened by being run over a sieve with round perforations 1/12 of an inch in diameter, which results in reclaiming all the small kernels and most of the broken kernels of wheat, only the very small portions of broken kernels remaining. The portion thus reclaimed is returned to the clean wheat and the other returned to

dockage. The dockage is then weighed and if found to be less than 1 per cent of the sample analyzed, it is disregarded. If 1 per cent or more, a record is made of the amount and is assessed as dockage. Does this appear difficult? Is this work, none can do, save those who are graduates in chemistry?

We are now ready to make a weight determination. The cleaned portion of the sample just handled is placed in a funnel which has an opening of 1 1/4 inches at the bottom and which is so adjusted that the opening is just two inches above the kettle into which the wheat will pass. A valve is then opened and the wheat pours in a steady stream from funnel to kettle, filling the kettle to overflowing. The surplus wheat, which is that portion above the uppermost part of the kettle, is then removed by taking a hardwood stick with rounded edges, holding the stick in a perpendicular position and moving it across the kettle in three sizzag movements, resulting in the kettle being left just level full of wheat. This is then weighed on a scale graduated to 1/10-pound and the weight of a measured bushel of wheat like sample is ascertained. The hundreds of grain inspectors throughout our country are using this method for the determination of the weight factor and if the sample of wheat we have just weighed was passed on to each of them and they were required to make a weight determination, no greater variety than 2/10 of a pound should result. Is that an intricate process?

We are now ready to make other grade determinations. An examination of the sample has revealed the presence of some foreign material remaining after the removal of dockage, and also some damaged kernels are observed. The cleaned sample—approximately 1,000 grams—is again put through the sampling device until it is reduced in size to portions weighing 25 to 65 grams. From these small portions which have retained their uniformity with the original sample, is separated such material as rye, oats, barley, cockle, and any material other than wheat. The part so separated is weighed on a Torsion balance sensitive to 1/100 of a gram, and from a table prepared by the mathematicians of the Bureau of Markets, the percentage is determined. The same process with reference to damaged kernels and wheat of other classes is gone through, the separation being made by hand from the small portion cut from the

original sample, and the weight and percentage is ascertained as described. Is it difficult? Can it be done in any other manner as accurately? It is true the inspector could guess at it, but do you want to risk your money on the accuracy of his guessing? Only a few days since, an elevator operator and one of his farmer customers were in my office, and the process of inspection was being explained to them. We had a 25 gram portion of wheat which contained rye. They were requested to hazard a guess as to how much rye there was in the lot. The farmer marked upon a piece of paper 3/4 of 1 per cent as his estimate, and the elevator operator marked 1 per cent as representing his idea of the amount. In their presence a separation was made which showed there was present 3.7 per cent. They no doubt were just as expert at guessing as a grain inspector. You would hardly want to buy or sell wheat on such methods. In Federal standards for grain, guessing has been eliminated. Different factors, with dependable devices for determining these factors, are provided, making the inspection of grain exact, but easy. I believe you will agree with men when I state progress has been made in the inspection of grain. I further believe you will agree with me in saying there is work yet to do, and I feel sure your co-operation will not be withheld in bringing about a completion of the work in hand.

The work now most urgently needed is to see that all inspection departments are properly equipped with the necessary paraphernalia needful for correctly determining the grade of grain. That ample room is provided in which to carry on the work and that sufficient inspectors are employed to enable them to give to each sample, the time necessary to make a correct analysis. We want a grain inspection certificate of grade to be accorded the same confidence and respect that is now given to a flour analysis or a mining engineer's report of an assay. We want, when the inspector states in his certificate of grade, that your wheat weighed 58.5 pounds to the measured bushel, that it contained 13.2 per cent of moisture, 1.8 per cent damaged kernels, 1 per cent of foreign material other than dockage and of this 1 per cent, 6/10 of it consisted of cereal grains, that your hard red winter wheat consisted of 82 per cent of kernels that were dark, you will accept it as a true analysis.

## TRADE NOTES

O. W. Randolph Company of Toledo, Ohio, has been experiencing an excellent demand for the Randolph Grain Drier having made sales of 12 machines in one week recently.

W. M. Corbett of Attica, Kan., has taken the sale of Trapp Automatic Grain Dumps in western Kansas and Oklahoma, and Thomas Mackenzie has the agency of same for the State of Minnesota.

The Cuthbert Company of Minneapolis, Minn., has been incorporated with capital stock of \$100,000 to manufacture grain grading, testing, cleaning and weighing machinery. Incorporators are C. W. Taylor of Duluth, and K. J. McLennan and O. L. Nelson of Minneapolis.

The Illinois State Grain Inspection Department in Chicago, Ill., is fitting out new inspection offices at Galewood, Proviso and Clyde. Official Brown-Duvel Moisture Testers and Torsion Dockage and Sampling Scales supplied by the Hess Warming & Ventilating Company of Chicago are a part of the equipment.

The many friends of M. J. Young, formerly with the Philip Smith Manufacturing Company of Sidney, Ohio, will be glad to learn that he is back safe from France where he was stationed over a year. He is again with the Sidney Line of machines and grain dealers may expect some real war stories the first time they attend a convention of the trade in Central territory.

A recent number of *The Columbian Crew*, a very interesting little magazine published on the 15th of each month, by the Columbian Rope Company of Auburn, N. Y., in the interests of Columbian Rope as a standard equipment, contained a very interesting proposition for grain men and millers for their vacation or visiting time. It was to the effect that the editor of *The Columbian Crew* would pay \$5 for interesting photographs showing Columbian Rope or Twine in use. If the Columbian Rope is used in your own plant so much the bet-

ter—the \$5 may be easily earned. If not, do not forget to have your camera along when away visiting.

A new edition of "Grain Cleaning Machinery," Catalog No. 75, has just been issued by the S. Howes Company of Silver Creek, N. Y., and is ready for distribution. This catalog received very favorable comment on its first appearance and is now brought up-to-date with corrections. A most convenient feature is the marginal index whereby any Eureka machine that is sought for can be turned to at once and full information gained. As comprehensive a line of grain cleaning machinery as is found in the "Eureka Works" requires almost 300 pages for presentation and is given in an illustrated and typographical manner that leaves nothing to be desired. All grain elevator operators and flour mill owners should have one of these catalogs for handy reference and it may be had for the asking.

The Richardson Grain Separator Company of Minneapolis, Minn., has the following to say in a recent communication: "Last winter was very mild, with the result that the volunteer oats were not frosted. These volunteer oats are appearing in large numbers with the winter wheat raised in the Southwest. This condition has not existed for a number of years, and the majority of the elevators in the Southwest are not equipped for separating these oats from the wheat. At best they cannot make a thorough separation, and they find that a large amount of the best wheat is wasted with the oats in the tailings. The Richardson Oat Separator is the only satisfactory solution for this problem as it makes a thorough separation of either wild or tame oats from wheat without wasting wheat in the tailings. The demand for this machine is so great that our factory is taxed to the limit, and it will pay intending users to inquire promptly concerning capacities, prices, sizes, etc., as otherwise they may be disappointed in delivery."



# ASSOCIATIONS

## MEETING OF OHIO DEALERS

Until June 18, 19 last, Cleveland had never entertained the Ohio Grain Dealers Association in the 40 years of its existence, but on that occasion made up for lost time. The meeting was one of the largest ever held by the Association and was interesting from first to last.

### PRESIDENT EIKENBERRY'S ADDRESS

President C. M. Eikenberry opened the meeting with his annual address, which he began with a recital of the trials of the grain trade during the year and continued, as follows:

We have co-operated with the farmers elevator associations in all matters which were of common interest. We also note quite a tendency toward the co-operative companies in some parts of the state. Quite a number of regular dealers have sold out to these companies. We are very glad to note that the tendency is much more towards these companies buying existing equipment instead of building new at stations, many of which already have more elevators than necessary to handle the crop economically. In the past it seems that the feeling between these two lines and often between two individuals has led to building which has proven very detrimental to the trade. With the closing of a war, with building of permanent highways, with the great increased use of motor-driven vehicles, many changes will be noted within the next few years. All of these should be a signal against promiscuous building of elevators in territories where sufficient equipment exists and where the production of grain for marketing purposes is not on the increase. We feel further that if the trade is to be subject to regulations, this should be one of them. Wherever an elevator is built where not needed it simply adds more of a burden upon the producer, since the maintenance of this must come out of the crops produced in contiguous territory. Many of the new companies are being conducted strictly on a profit basis and would seem to indicate that owing to his unprecedented prosperity the farmer is showing a desire to invest in this line of trade.

### Dangers of Socialism

While there seems to be little tendency in this state, some of our sister states within the grain producing section are meeting some very serious questions relative to some ultra socialistic tendencies. In at least one or two, measures are being adopted which look toward the seizure of the grain business as a whole by the state. These things do not seem possible to become a menace to a state whose interests are so varied as ours, yet it is a peculiarity of some men that they will give largely of what they have, or even all, to correct fancied restrictions of their liberties and encourage and build a plan which has no chance of success unless he and other men are brought to a point of serving others of their own class. The grain dealers in each community should be awake and alert for the first signs of this sentiment in his community. The grain dealer is usually a man of influence and power in his neighborhood and his efforts should be exerted to counteract such theories as soon as they arise. Keep a cool head and a steady poise. Do not permit yourself to be led away by any of these radical ideas. It is always well to remember to educate others to see that even the most ardent advocate of these new ideas would not be as well satisfied with the new condition as with the old. We cannot afford to be carried off our feet or lose our head by these professional reformers; nor, on the other hand, can we lend ourselves to any policy that will obstruct reforms that are necessary to the proper conduct of our business.

### Interest in Association

I want to congratulate and thank the membership on their interest and co-operation in the work of the past year. They have responded most nobly to all requests made upon their time. However, I want to urge you to continue this interest and, if possible, increase the same. You will realize that it is with this, and this only, can this Association maintain its place and perform the work that it should perform. It can be compared very readily to a salesman who comes into your office; if he cannot give you attention and co-operation, it is impossible to do anything for you, no difference how good a proposition he may have. So it is with your Association. If you do not answer inquiries and follow suggestions as they come to you from the office, it will be impossible for you to get the most out of the Association or for the Association to do the best work for you and the entire membership. We shall need all this and all that can be gained from the widened influence of a greater membership when once the grain trade is handed back to us again free from Government interference and influence.

### New Order of Business

Business in the past year has caused more headaches than ever before, but we are firmly of the opinion that the business in the near future will call in more strenuous efforts and more clear thinking than it has in the past. The old order is passing and the dawn of the new era is at hand. We believe that this is more true of the grain trade than any other because we stand very near to the producer, and our work is almost entirely with food products in some form or another. The trade will be on a different plane, but only because we devote our very best thought and work to bring this about. So let me again plead with you all to start to work to widen the sphere and influence of this great Association. I should like to bring to the minds of Ohio dealers as forcibly as possible to do, the necessity for faithful co-operation with the Food Administration Grain Corporation in the handling of the 1919 wheat crop. We appreciate that in most other lines of trade Government control has been removed, but it is necessary to continue it on wheat another year, to faithfully complete a great war pledge made to the producer.

### Co-operate with Grain Corporation

We, as Americans, have a right to a great pride in the effective way in which we furnished aid in the crucial period of the war. And our food products

was one of the great weapons to winning the war, it will be a great force in the reconstruction of Europe and in restoring the civilization of the world.

I trust that each dealer will give this his most careful effort. I heard Mr. Barnes state that he hoped not to be compelled to use the license system, as he considered 95 per cent of the dealers to be thoroughly honest and the contract would be sufficient. I hope and believe that he will find Ohio 100 per cent pure, and that if he is compelled to use license that it will come from some other state. I should like to quote you one thought from his talk to the conference, which you doubtless all have read: "I cannot close without again putting special emphasis on your responsibility and your opportunity. You must, as honest men and good citizens, cast your eyes beyond the circle of your own particular environment. The weight of your advice, the weight of your expression in contact with others, your trend of thought, cannot be uninfluenced by the present culmination of five years of tragedy abroad." We have a great work to



PRESIDENT O. W. COOK, COLUMBUS, OHIO

perform. It may be somewhat irksome at times, but we owe our hearty co-operation as a patriotic duty and also as being the best thing for the trade itself.

I shall close this report by mention of the gratitude we should all feel in the record of the accomplishments of the Association in the past and in its steady growth. We should all endeavor to co-operate and work a little more closely for the good of the grain business. New blood of the proper kind will be most welcome. Our members must learn wherein closer co-operation is good for the business as a whole.

### REPORT OF SECRETARY

Secretary J. W. McCord, who has learned the value of brevity in his years of service, reported as follows:

The activities of the Association during the 39 years of its existence ending with this report, are recorded in our archives of history. During the progress of each succeeding year of nearly four decades, our efficiency and usefulness has increased in marked degree; and when we review the accomplishments of recent years, particularly during the war period, we stand in profound amazement and surprise in full view of the work so successfully undertaken.

No department of commercial activity or enterprise in the affairs of the nation has been subjected to such intense sacrifice of effort, time and money, as has been in evidence with the grain trade, and its related industries.

Food was the big factor in winning the war. The farms, the grain trade, the milling industry, supplied the bread; our very best and patriotic efforts were concentrated on the one great success: Victory and Peace. As an association we are proud of our record in the great strife; the requirements laid upon us have been met; every member and every officer has discharged his duty with fidelity, honor and integrity. Much was required, much was given by all of us.

For your humble servant, I can truthfully say that I have given to your service, and to the service of the cause, the very best that was within me; the increased and arduous duties incident to unprecedented new and perplexing conditions severely taxed my energy, capacity, efficiency and resources, in the discharge of the duties of my office. The work was not light, it was not easy of accomplishment; nevertheless it was a pleasure to serve you my fellowmen; a satisfaction to discharge in my weak way, my duty as a citizen of our great and glorious country. I have had your co-operation, your kindly assistance, your sympathy and your love through all the years of my service for the uplift and betterment of the grain trade; and for all these things I want to express to

you my heart-felt thanks and appreciation. We are the B. P. O. E.—Best People On Earth—we are coming into our own, a better day is in store for us, we are nearing the goal of a better, a greater and a new re-created grain trade.

I wish to express my thanks to the officers, and to every member for the hearty support and valuable assistance rendered in the discharge of the duties of my office; never before has such great evidence of interest prevailed throughout the entire membership; we have been mutually helpful each to the other, and in the language of the Psalmist we may say: "Behold, how good and how pleasant it is for brethren to dwell together in Unity."

Our membership has increased considerably during the year. The heavy demands made on our financial resources on account of increased expenses for delegates to hearings, have been provided for by prompt response in payment of dues.

At our fall meeting, November 22, 1918, the dues for regular membership was increased from \$5 to \$10 per year beginning with July 1, 1919. We feel sure that our members will respond willingly, and that with the increase in the financial resources of the Association, we will be able to more effectively and efficiently extend our work and influence.

President Eikenberry appointed the following committees:

Resolutions: O. W. Cook, Columbus; L. W. Dewey, Blanchester; P. M. Holdzmler, Farmersville; S. B. Swope, Amanda; F. E. Watkins, Cleveland.

Nominations: C. E. Groce, Circleville; H. J. Miswonger, Arcanum; Fred Mayer, Toledo; E. T. Custenborder, Sidney; Philip Horn, Monroeville.

Auditing: O. W. Cook, Fred Reinhart, Robert McCallister.

### BUYING WHEAT FROM THE FARMER

L. W. Dewey of Blanchester, gave a brief resume of the method of buying wheat to conform to Grain Corporation rulings. It must be bought on grade and every dealer should be equipped to test it. He called attention to the fact that last year the miller was not allowed to charge handling cost so that the elevator was at a disadvantage, but this year the miller must pay the regular station price for his wheat. This year no samples need be taken except when there is a dispute in grade. The agreement must be signed and licenses taken out before July 15. No poor, damp wheat should be accepted unless the elevator is equipped with a drier. These are a few of the many interesting points made by Mr. Dewey.

### AFTERNOON SESSION

V. E. Butler of Indianapolis opened the afternoon session. He spoke, in part, as follows:

The three principal crops of the country are wheat, corn and oats. Wheat is essentially a human food crop. Corn is used largely upon the farm, the surplus being shipped to market and then distributed for industrial purposes and for human and animal food. The oat crop is also largely used upon the farm where grown, and the surplus is distributed for human and animal food to all sections of the country. Crop production is seasonal; its use is universal and constant. Production being seasonal, it naturally follows that it is erratic. Consumption being universal and constant it naturally follows that it is somewhat stabilized; therefore, supply is the dominating factor in price. Wheat being used almost entirely as a human food, it naturally touches the social side of life in a greater degree than does either corn or oats, for its product, bread, is in constant use regardless of price. This is not true of either corn or oats, as they enter into the production of meat and meat consumption is not as constant as that of bread.

The criticism of grain marketing almost always applies to wheat, for the reason of its universal use, which accounts for it drawing more attention than the other cereals. The labor attached to the production of a bushel of wheat extends over a period of a year, and in the end is subjected to the elements, which may increase or decrease production and thereby increase or decrease the return of a year's labor. If the season is favorable, a satisfactory return is made in bushels of wheat for the labor attached to its production, and if not favorable the reverse is expected. The producer having received a fair return in bushels of grain for his labor desires to convert these bushels into money, and he proceeds to market it. Up to this point his operations have all been based upon chance as to what the season will produce and the law of averages as a producer, but when he begins to market the results of labor he enters the field in competition with others who have labored and desire to receive pay. Therefore, this is what happens. If you will take the reports of the different grain exchanges, I believe you will find that more than 70 per cent of all winter wheat reaching the winter wheat markets is received in the first six months after harvest; that is, between July 1 and December 31. This means that the great bulk of producers who have distributed their labor over a period of a year to produce the bushel of wheat desire to convert it into money in a period of six months; that is, they force some one to pay them for the results of labor long before the products of labor are needed. This forces some one to assume ownership of their products and hold them till such time as demand overtakes, or exceeds the supply. Thus by the producers' own system of marketing their crops, they have brought about in a large degree the many things they have complained of in the past. These conditions have existed for years; but for the past 15 years a gradual change has been taking place in distribution, and while marketing from the farm has changed but little the distribution from the terminals has changed materially. Twenty years or more ago the stocks of wheat, oats and corn in terminal markets would amount to a huge volume of bushels at certain periods of the year, but since that time they have been growing less from year to year, and now it is the exception to the rule when we find a year with a burdensome supply. There seems to be a reason for this, due to increased population, more industrial facilities and demand and a more rapid transit system used for distribution.

If the producer would be content to market his crops more moderately, the price of his products would become more stable in value relatively to other commodities and many of his problems would be solved. However, the producers' problems are the grain dealers' problems, and it would seem that



the first step in adjustment of the grain business is to furnish a market based upon the actual supply and demand of grain, and if there is any step in marketing that gives to any element any undue advantage, it is up to those engaged in the business to set it right. It seems that there never was a more opportune time to make such changes as are necessary. Many changes have been necessary during the war period, and it would seem that now is the time to decide what is best to retain as useful market machinery.

There was a time when terminal elevator facilities were used very largely in manufacturing deliverable grades to deliver upon future contract trades; a time when industrial demand was limited; a time when such facilities received rebates on the tonnage they handled and their income was largely derived from storage; but today terminal elevator grain dealers are merchants and specialists in certain types and grades of grain. Rapid transit and the ability to deliver to all sections of the country at all times of the year have had a tendency to convert the terminal elevator storage into industrial storage and shipping facilities, and the need for "regular" elevators through which to make deliveries on future trades is growing less and less.

In the past much complaint was made by the producer because the figures from terminal markets showed that the shipments of the higher grades of grain exceeded the receipts of the same grades, and it is their belief that they have been defrauded in some manner through the grading system then in vogue. While this seems to be true, in fact it is not true, because terminal dealers have access to millions of bushels of grain, and in their mixing and conditioning operations they resort to the law of average, and the factor that makes a car of wheat grade No. 2 or 3 may be distributed in many cars of No. 1 wheat, so that it becomes negligible and ceases to be a factor in the grade of No. 1. The same is true of corn and oats. This law of average applies to the country grain dealer, but only in a very small way, and does not apply to the producer and cannot be made to apply, because his crop is usually of one type and grade.

Terminal dealers should not be prohibited from mixing and conditioning grain, for by this process they do add very materially to the volume of cereals suitable for commerce and human food. The complaint has been confined almost entirely to wheat, but it is believed the Grain Standards Act will cure the abuses of mixing, if there are any, in all grain entering into interstate transactions.

Grain inspection and inspection equipment are two very vital questions that the trade should adjust. Grain inspection by the many state inspection departments is a burden of expense upon the trade that is costing thousands of dollars more than it should. Under the present system of supervision there is nothing to prevent any state inspection department from setting up its own standards, as Minnesota has threatened to do several times since the adoption of Federal standards. Such a course would bring about confusion in the trade and would undoubtedly result in loss to producers and dealers. Federal inspection of all grain would be more desirable than the present form of supervision, if it can be brought about. With Federal inspection in force the troublesome question of inspection department equipment would be solved, for then all equipment would become uniform. If it is not possible to have Federal inspection the trade should demand that the different state inspection departments install equipment in uniformity with supervision offices.

From my contact with the grain trade there seems to be a growing demand for Federal inspection. Many have said to me they understood we had Federal inspection, but after explaining what we have they have expressed a desire that this service be put under one control and do away with the many inspections to which grain is subject. It would seem that in the personnel of the present supervision force and the additional assistance of those now connected with the several inspection departments of the country, an organization might be built that would bring about greater uniformity in inspection at a greatly reduced cost to shippers.

An effort was made prior to the war to bring about uniform rules of exchanges in so far as they applied to the handling of cash grain, but were abandoned for the time being. It would seem that if they were important before the war, they have grown in importance since then and should be given consideration during the coming year with other questions of adjustment.

I wish I had the time to discuss the use of the future markets in marketing, but that is a subject by itself; suffice it to say that I am thoroughly in sympathy with future trading, for it does function under normal conditions in a manner so that grain dealers are able to protect themselves against violent fluctuations and still make a fair profit, or limit a possible loss. However, I think you will agree with me when I say it can be modified and still retain its usefulness so it will function more in conformity to supply and demand.

One of the great questions confronting the grain dealers of the country is to "set right" the functions of future trading in the minds of the public. If trading in wheat is resumed in its old form after Government control is released, we may expect criticism and attempts at regulation through legislation by those who may destroy its usefulness. It is a question that must be handled by those who understand it, by its friends, and not by its enemies.

It would seem that from a terminal market standpoint aside from the operations of the future markets, and the adoption of uniform rules, there is but little to set right to meet any new conditions of marketing. From the standpoint of the producer there is not much basis for complaint other than the rapidity with which he rushes his grain to market, and so long as he forces production into a seller's market he must expect to take the buyer's price. There may be good reasons for the forced selling of production in a pioneer country, but in old established communities where credits are established it is hard to find an excuse for rapid marketing.

Now, Mr. Country Grain Dealer, what is your position in the system of marketing? As I see you, you are the buffer between the terminal dealer and the producer. Yours is the most difficult position of all to fill, for you shoulder the load of criticism, be it just or unjust; for your business is to convert into dollars the results of the producer's labor. You are called upon to pass judgment as to its quality and worth. You have no one to give you notice of the quality of the offerings, neither have you any way of knowing its exact value at the time offered. You know what or near what it was worth yesterday, or what you could have sold it for this morning if it would meet certain standard grades. Everything in connection with your transactions with the producer is against you; and I don't find fault with my South Dakota friend who said the whole system of mar-

keting is wrong; for in so far as you are concerned, it is wrong. You assume as much of the element of chance in buying the grain as the farmer does in producing it. It is true that by long experience you have become somewhat expert in determining quality, but beyond that point it is all chance. You do not have the privilege of slow marketing, for you must be prepared to accept grain at all times and pay a fair price for it, regardless of how long it takes you to get together a carload. Your purchases are usually in small lots with perhaps a short season of contracting in fair-sized lots. You cannot hedge to advantage, and when you do you invariably speculate to some extent; but notwithstanding all these handicaps, your business performs a valuable service to your community, and by delving into the future and making a careful reading of the signs of the times, you are able to merchandise the grain crops of the country in a very satisfactory way as a whole.

If I have made a statement of fact and drawn a picture of the movement of grain from producer to consumer, then how do you account for the viewpoint of the socialist and the grain dealer, that the grain business needs to be "reconstructed"? Was it because of their somewhat narrow view of the whole situation? I am led to believe that the first critic had no knowledge of the condition of terminal marketing or he would not have said the business needs standardization, for from the time grain leaves the country elevator it is subject to rigid standards. The criticism of the dealer must have been based on his own experience as a country grain dealer with its uncertainties. Criticism is either constructive or destructive. If constructive, its aim is to set right; if destructive, its aim is to destroy without any definite plan of how to replace that which has been destroyed.

In regard to the grain business, we have many critics of the destructive type, and but few of the constructive type. Why is this? Is it because those engaged in the business are convinced that there is much more of the good than bad in the business, and for that reason it is considered expedient to allow



SECRETARY J. W. McCORD

the bad to continue? Is it because of the deep rooted conviction in the minds of grain dealers (and it seems to be well founded) that the present system of marketing permits the marketing of grain more rapidly and in greater volume than could be done under any other system of marketing; or is it because our knowledge of the business is of a general character and not specific? It would seem that the reason for not having more constructive criticism is because of all the reasons to some extent but more largely because of the lack of specific knowledge.

To illustrate: In 1918 one of the large dealers of Minneapolis, whose interests extend over many states, made the statement that he could handle wheat at the then high prices for 4 cents per bushel. His statement was challenged; so he put his auditors at work to find out what it did actually cost to handle wheat, and very much to his surprise he found it cost almost twice as much as he had claimed.

Another dealer said his loss in grades was very small, but when asked for the figures he could not give them. When pressed for a reason for his statement he answered that it was made on general knowledge of his business. He, too, put his auditor at work and found that his outturn of No. 1 wheat was only 30 per cent of his purchases of the same grade, while his gain in No. 2 wheat was 40 per cent over his purchases, with a substantial loss in grades below No. 3.

An interesting phase of the country buying of grain was developed in the early part of 1918 in Chicago territory when an attempt was made by Government agencies to get some specific information in regard to the country grain business. A questionnaire was sent to all grain dealers in Illinois and Iowa asking if they had records available that would furnish certain information. From those who claimed to have such records there was selected a list of 200, and a force of men familiar with grain accounting and the business in general was sent to gather and compile the data, but from those 200 only about 80 systems of accounting could be used.

In Indiana there are about 800 elevators but only 73 furnished figures from which the cost of handling grain could be calculated when all of the elements of cost was considered.

Cost accounting is a most important record in any business, and due to the small margin of profit per bushel, it would seem to be the most important record that a country grain dealer should keep at all times, and for this next year it may mean more to your business than ever before. The Grain Corporation in its tentative contract with grain dealers for the handling of this year's wheat crop does not guarantee you a fixed handling charge but does say you will be allowed a maximum reasonable handling

charge. The second section of the agreement intimates that an expression will be given as to what will be considered a reasonable handling charge and provides for a final hearing with the U. S. Wheat Director to settle all disputes as to what a reasonable charge should be. Under these conditions you may be called upon to verify by actual figures the cost to you for handling a bushel of wheat. Can you do it? Some can, but the great majority can not because of the lack of a standard system of cost accounts. The cost of handling grain at country stations is not uniform and never will be, because investments in elevators and equipment, and volume of bushels handled differ at every station, and these items are the dominating factors of cost.

The physical condition of the elevators through which grain is handled has a very important bearing too, the question of shortages on account of shrinkage from wagon to destination, every facility must be used, be they good or poor. The owner of the old facilities should not be penalized and compelled to handle wheat at a loss when compared to the better facilities. He is doing the best he can with what he has to do with; his costs should be given equal consideration with others.

Loss represented by the difference in the value of grades is a very large item of expense, especially with fixed prices for certain grades.

With a country dealer it is a very common failing to over-grade his purchases, and I believe it to be a fact that we have two conditions in handling grain on grades. The terminal elevator dealer invariably gains in grades, and the country dealer invariably loses in grades. For this reason country dealers should know just what this item means to them in their cost accounts. I believe everyone having any knowledge of handling grain will agree that there will be as many different costs for handling grain as there are elevators through which it is handled. These dealers who handle nothing but wheat will have a very simplified system of cost accounting and will be able to arrive at costs very easily, but you who handle wheat, oats and corn and other commodities have a different kind of problem for your costs must be distributed over volume and values of each commodity. This sounds more difficult than it really is, for it can be done with a very few simple debit and credit accounts. Under the coming conditions of handling wheat it becomes a duty every country grain dealer owes to himself for his own protection and knowledge to have a system of accounting that will show the following items of cost: Investment in property and cash capital, labor, power, insurance, taxes, incidentals elevator, interest, repairs, miscellaneous, general, terminal charges, depreciation, shrinkage and overage account.

In addition to these accounts of cost there should be records that will show the amount of money paid and received for each kind of grain; also records of the gross pounds of the different kinds and grades of each kind of grain bought and sold. From this record the shrinkage or overage should be reduced to dollars at the average purchase price from cut-off to cut-off, and carried into the shrinkage and overage account. With these records you can be in position to substantiate a claim of what a reasonable handling charge means to your volume of business, as it is a very easy matter to reduce your tonnage handled to a bushel basis and show almost exactly what it has cost you to handle a bushel of each kind of grain. Had such records been kept by all dealers in the past, could it have been said that the grain marketing system as a whole was imperfect, undeveloped and lacking standardization, and would the grain dealer have been clamoring for "reconstruction"? My answer is that it could and would not have been said, because there would have been specific information upon which to pass judgment rather than the unknown. Both the terminal and country grain business is based upon sound business principles that do not need reconstruction, but do need adjustment to meet new conditions and justify the great principles involved.

As individuals you need to set right in the minds of the people the intrinsic value of the service you perform by distributing millions of bushels of grain at a very nominal cost, but in order to do this, you must first set yourself right with your business and know what this service costs. You would then have specific knowledge upon which to base your calculations. You would know where to stop the leaks in your business. You would know how and when to reduce your expenses. You would know how and where you made your profits or losses.

That knowledge alone would do much to set right the business in the minds of those who claim it to be imperfect and undeveloped.

As Mr. McCord has so well said, "The new grain trade calls for the very best that is within us. We are the advocate and jurist. Society is the jury. Assist the jury in finding a verdict that will read, 'We, the jury, find the grain business to be fair to the producer, the grain dealer and the consumer.'"

Professor Smith of the State University told of the grain grading conferences which had been held throughout the state in the effort to get farmers and dealers together.

G. A. Bennett of Grafton, spoke briefly on the value of trade acceptances to country dealers and decried the effort of county agents to establish co-operative buying and selling agencies.

## THURSDAY MORNING SESSION

H. D. Irwin of Philadelphia, zone agent of the Grain Corporation for Ohio territory, opened the Thursday program, speaking, in part, as follows:

It is a real pleasure to be here and good of you to ask me, because when I first read the invitation I thought it was the 17th and 18th, and that would interfere with a little personal arrangement of mine that could not be changed, but later when I found it was to be the 18th and 19th I was able to come.

I realize the co-operation which we have had from the trade and from the individuals. I felt it in my whole office, in every part of my zone, in the way in which you have complied with conditions.

You all know why there is a Wheat Director. You know the necessity of making good this congressional guarantee to the producer. I feel and have felt in the last five months particularly that this big crop was of inestimable value in shaping the policies incident to the distribution of the last crop. It was so a year ago. We were able to distribute the 1917 crop down to almost the last bushel. We have done literally the same thing this year. We never could have done that without this large acreage and well-known condition of this present crop which is now moving in the market. So I feel it was a good thing that Congress passed this bill and it has been of tremendous value.

I feel that I should put the proposition before you,



as I see it, from the standpoint of the four fundamental injunctions embodied in this present Bill.

First—To make good to the producer the price guaranteed by Congress—\$2.26 for No. 1 red wheat at Chicago (understand the \$2 on the farmer's guarantee is not involved this year); but the injunction is that we shall purchase at the price stipulated in the Act. To do so we establish buying agencies, as you all know, in the markets to take care of the wheat. Now, we propose to bind all branches of the trade through licenses and through contracts to maintain that price with us. We furnish the basis on which you can maintain that price in your purchases from the producer. We are going to offer you each a contract to sign with us individually to bind us closer together to care for this provision of the Act.

Wheat as wheat and wheat in the berry should this year sell only at the Government price or over. It should not sell below it. Any readjustment owing to a resale price which the Grain Corporation may make will be through the flour. Wheat as wheat will be maintained at the Government price or over if your individual efforts and the individual efforts of millers and others develop a price which is over the guaranteed basis.

After I am through just lining up these principles many of you will have questions to ask concerning these contracts, so I will leave any discussion of the contract until that time, when they may be brought up.

#### Even Flow of Wheat Desired

Second—The second fundamental principle which I see under the Bill is to maintain an even flow of wheat throughout the United States. That can only be done through controlled terminal facilities—cooperation with the railroads heretofore exercised through control committees at a large market, and the permit system, with which I think you are now all more or less familiar. There are some large interior markets, notably Minneapolis, where the blanket permit system will work to advantage. By a blanket permit system I mean to state particularly that so many cars per day may be brought into Minneapolis. If they should decide on a thousand cars per day to come into that market then that thousand cars would be distributed among the railroads entering that market. Such a blanket permit system is not feasible at the Seaboard. It is a very narrow neck out of which to get quite a large supply of grain, so the individual permit is the only form which can be considered for that purpose. I think it will be possible to work out for Boston, New York, Philadelphia, Baltimore and Newport News a system whereby each of those markets, by clearing through our offices, will be able to say "yes" or "no" immediately to the applicant for a permit for shipment from country points. If we say "yes" we will issue to the applicant his permit; we will advise the railroad and the railroad undertakes to advise the agent at the point of shipment. This method, keep it in mind, would apply if the shipments can be perfected, and I think it is the best individual permit method because it insures quicker handling.

Third—I see in the Bill that the American consumer is entitled to the benefit of any so-called resale price which the Government may make in disposing of this surplus wheat. It is proposed to operate that contract with the miller, with the flour jobber and with the baker—i.e., bakers baking 50 barrels or over of wheat flour per week. These flour jobbers and bakers are a new addition to our control system. We will approach in the same way a contract which will protect them in the event of our making a resale price on wheat. These millers will go on paying the Government price for wheat. They will get an adjustment from us on their wheat and wheat product. The grain dealer need not be concerned in that adjustment, as it is a flour jobbing, milling and baking proposition.

You all know the sentiment which was rampant last September concerning a so-called resale proposition and that the Grain Corporation would not be able to make good the guarantee for even this year. We feel that the consumer must have the benefit of that and we are going to see that he gets it through the very machinery which I have mentioned.

On these contracts there is nothing obligatory on your part; it will be offered to all branches of the trade voluntarily.

#### Making It Easy for U. S.

Now for the fourth consideration under the Bill—not to unduly enhance the obligations of the United States. There is a great deal in that. It comes through the even flow of wheat. We must economize upon railroad cars—upon transportation; we must minimize unnecessary movements and accumulations. But primarily we should endeavor to market this crop surplus at a price which will reflect our buying basis. For while I do not feel that we should arbitrarily take a position which a merchant might well do, owing to the fact that we will be furnishing the balance of the world's wheat and wheat products. If any merchant were in such a position he could almost dictate his price. I doubt if we should endeavor through this position to force European buyers to a high price. I rather feel that the larger obligation is to see that our attitude toward foreign buyers is just and fair. This I hope can be done.

#### Work the Panacea

I feel that we have reached the turning point. This country has been very open-handed and liberal in the extreme. There is a point where liberality induces idleness. In my mind work is the panacea for most of our ills. Europe today has many idle. We can and we should help get them to work. It is a mistaken kindness to feed and clothe them while they are sitting around doing nothing, content that we should continue it. Every thought should be extended toward getting Europe to work. Their machines cannot run because they have no belts and they have no parts. These must be supplied and the engines started; the raw material once started then the machinery will and can follow. Quite a journey, but I am sure that Europe is now started on that journey. We have had on our hands in the last two years an enormous task, expending more time and energy on this accomplishment than anything before in our history.

I feel that I should not close without making reference to the head of our organization—the Wheat Director. I like the word "Director." It indicates or means guidance. We are all wonderfully fortunate in the man who occupies this position, Julius H. Barnes. Every enterprise, whether it is large or small, needs a director. Every ship needs a captain. You must have a port of destination and your course laid out, otherwise you will be floundering all the time. We are facing another year together with a spirit of co-operation, we feel that we will safely reach our port.

In answer to numerous questions Mr. Irwin said that, in reference to the buying margin, all deal-

ers were put upon their honor; that the Grain Corporation is the sole judge of reasonable margin in case of dispute; that the Corporation will issue shipping permits; that no discrimination will be made in issuing permits for original or reconditioned shipments; and that at points where the Corporation does not buy, such as Cincinnati and Indianapolis, local control committees will handle permits.

#### CHARLES QUINN'S ADDRESS

Secretary Charles Quinn of the National Association told an interesting story of the work of the Transportation Committee, headed by Henry L. Goemann. He said that many of the objectionable orders issued by the Railroad Administration had been sidetracked, but there remained for settlement Orders No. 15 and 57-A. He stated that the Market Survey Committee had reported that 24-inch loading space was sufficient when the new trier now in the market is used.

#### RESOLUTIONS

O. W. Cook presented the resolutions which included a recommendation that a 30-inch loading space be reinstated; that the Government return the control of business to private owners as soon as possible; that wheat be graded carefully at country elevators; that a tribute to dead soldiers and a welcome to those returning be expressed; thanks extended to the State University, Cleveland dealers and speakers; and that appreciation be expressed for work of Grain Corporation and the National Grain Dealers Association. In addition the following resolution relative to railroad leases was adopted:

Whereas, for many years it has been the custom and rule adopted by railroads for the development of the grain business and other industries, to grant leases (conforming to law) on their lands, to be used for sites for buildings and improvements which afford large freight revenue to the railroads; and,

Whereas, the Interstate Commerce Commission has from time to time promulgated orders and rules intended to prevent discrimination and afford a fair rental revenue, under such leases; and,

Whereas, the railroads are now seeking to impose unjust and burdensome terms in the renewal of old leases and in the execution of new lease contracts;

Therefore, Be it Resolved: That it is the sense of this Convention that lessees should refuse to become a party to any lease contract, under the terms of which the lessor is relieved from the operation of common and statutory law provisions, through the requirements of the lessor that the lessee assume all liability of damage by fire or personal injury and other causes committed by the lessor, through negligence or otherwise. The objectionable terms to be imposed are not uniform and alike in all details, but in general provide that the lessee shall

"Assume all risks of loss, injury or damage of any kind or nature whatsoever to any building or other structure or appurtenance thereto, belonging to said second party, his heirs incoming partners, sublessees or others, which may be now or hereafter placed upon said leased premises, or on land adjoining or adjacent thereto, and which are at the time connected with or used in connection with any building or structure upon said leased premises, and all risks of loss, injury or damage of any kind or nature whatsoever, to the contents of any such buildings or structures, or to any goods, merchandise, chattels or any other property now or that may hereafter be upon said leased premises, or land adjacent thereto, as aforesaid, whether belonging to said second party or to others, and whether such loss, injury or damage results from fire or other agency, and whether the same caused by the negligence of the party of the first part, or any of its employees, agents or servants, or otherwise; and to save and keep harmless the party of the first part from all claims and suits growing out of any such loss, injury or damage." And also agree that,

"Before any insurance is procured upon any of said above mentioned property by or at the instance of the party of the second part, his heirs, incoming partners, sublessees or others, during the continuance of this lease, or any renewal of such insurance if obtained, the party of the second part, will exhibit this lease to the officers or agents of the insurance company or companies through which such insurance or renewal may be obtained, and procure hereon and upon such policies and renewals the endorsements of such officers or agents to the effect that such insurance companies will not under any circumstances have any right of action against the party of the first part, on account of loss or damage to any of such insured property." And further agree,

"That no company or association having any insurance upon any of the property mentioned above, shall have any right of action against the party of the first part, in the event of loss or damage to any of such insured property, whether such loss be caused by the wrongful or negligent act of the party of the first part, or its employees, agents or servants or otherwise, either in their own right or the right of the owner of such property by virtue of any rule of subrogation or otherwise, whether the provisions of the last preceding clause are complied with or not; and that said party of the second part will save and keep harmless the party of the first part from all such actions and claims." And also,

"To assume all risks of injury to or death of himself and any person or persons in his employ, or any person who may be upon said leased premises at the instance, license or invitation of said party of the first part or his employees, whether such injury or death be caused by the negligence of the party of the first part, its employees, agents or servants, or otherwise; and to pay, satisfy and discharge all legal liabilities arising or growing out of any such injury or death; and to save and keep harmless the party of the first part from all claims and liabilities growing out of any such injury or death." And also a further provision in many existing leases providing as follows:

"With full knowledge of the difficulty of preventing the omission of sparks and fire from engines and trains, it is expressly stipulated and agreed that as part of the consideration of this agreement said party of the second part shall assume all risks of fire and the danger thereof to his property, real or personal,

on or adjacent to the said side-track and to all property in his possession, and shall save harmless the railroad company from all liability or damage by fire of any such property, which in the operation of the railroad company's engines and trains on and over said side-track may accidentally or negligently be communicated to such property, anything in the laws of the state of Ohio to the contrary notwithstanding."

#### ELECTION OF OFFICERS

Adopting the recommendation of the Nominating Committee the following officers were elected: President, O. W. Cook, Columbus; vice-president, S. B. Swope, Amanda; secretary-treasurer, J. W. McCord, Columbus. Governing Board—Fred Mayer of Toledo, J. W. Simmons of Sidney, E. O. Teegardin of Duvall.

President Cook then read a memorial address in honor of those who had departed during the year and the meeting closed by singing "Nearer My God to Thee."

#### ILLINOIS DEALERS MEET

On June 30, members of the Illinois Grain Dealers Association assembled at the Leland Hotel, Springfield, to learn about the handling of the wheat crop.

President F. G. Horner opened the meeting with a brief statement of what took place at the New York Conference.

B. H. Lang, zone agent of the Grain Corporation, addressed the meeting and explained the situation. The point upon which dealers were most concerned was the margin that would be allowed at country points. When Mr. Lang had made his explanation, the minds of the shippers were very much more at ease, for he made it plain that the Grain Corporation had no intention of forcing dealers to do business without making a reasonable profit.

The following letter from W. Bert H. Lang will clear up many points raised at the Springfield meeting:

#### UNITED STATES GRAIN CORPORATION

424 Boatman's Bank Building

July 9th, 1919.

I think I am prepared now to clear up the points that were submitted at Springfield and on which I was not ready at that time to give a definite ruling.

1. In the event of a complaint on buying basis, this office will make a survey and fix the buying basis for No. 1, which shall govern all future transactions but will not be retroactive. (Of course, you understand, that the dealer always has the right of appeal to the Wheat Director from decision on buying basis.)

2. If a producer makes no complaint, either as to price, grade or dockage, at the time of delivery, he forfeits his right to make complaint thereafter.

3. Wherever producer is dissatisfied with the price, grade or dockage, the dealer has the right to decline to unload the wheat, provided State laws do not impose an obligation to unload. In commenting on this, New York uses the following language: "Of course, if it was found that a licensee was misusing his facility upon which the farmer must depend to market his crop, his license might be revoked by the Wheat Director, or the Wheat Director might exercise his right of requisitioning the facility, in order to make effective to the producer the Government guarantee." In this connection, though it is hoped and believed that the dealers will recognize that they are in a way a public grain handling facility, and will take in the grain and let us adjust the difference in the prescribed way.

4. It is perfectly satisfactory to the Grain Corporation to have the dealers handle the farmer's crop on a commission basis, but such opportunity must be offered to all. The charge they make, however, for this service, is a point subject to review by the Second Vice-President.

5. The dealer has a right to demand of the producer that he come in at the time his first wheat is delivered, to the end that an understanding as to grade, dockage and price may be reached before his entire crop is delivered.

I think that this fairly covers all of the doubtful points and there is really nothing more to say on except that should it be determined at some later date that the licensee had misrepresented facts or had been in any way guilty of fraudulent methods in satisfying the producer that he was paying the full price and properly grading his grain, then the case in point might be reopened.

#### HAY ASSOCIATION AT DETROIT

As this issue is being distributed the Michigan Hay and Grain Association is meeting in Detroit. On the following day, July 16, the National Hay Association begins its three-day session at the Hotel Statler, Detroit.

The trade is familiar with the exceptional program that has been prepared and the entertainment features that are offered. There is little question but that the meeting will be the largest in the history of the Association. Our next issue will carry a very full account of both meetings.

#### CONVENTION CALENDAR

July 15—Michigan Hay & Grain Association, Hotel Statler, Detroit.

July 16-18—National Hay Association, Hotel Statler, Detroit, Mich.

July 18-19—Northwestern Grain Dealers Association, Lewistown, Mont.

October 13-15—Grain Dealers National Association, St. Louis, Mo.

ORANGE leaf rust threatens to cut the yield in Nebraska winter wheat. It has appeared in some sections before the grain is headed and in such cases may do considerable damage.



## TRI-STATE DEALERS MEET

A large number of grain dealers of the Northwest registered at Minneapolis on June 26 for the meeting of the Tri-State Country Grain Shippers Association, although at no session of the three-day convention was the capacity of the hall strained.

After the usual formalities, President A. E. Anderson spoke briefly of the value of associations and stated a number of instances when the Tri-State Association had been of immediate value to members who had appealed for assistance. "The prime object of our Association," he said, "is to come to the assistance of each other, and we come to the meeting to learn and hear the experiences of others."

## THE VALUE OF GRAIN STANDARDS

R. C. Miller, Federal grain supervisor, spoke on "The Values of the U. S. Grain Standards." He said in part:

The grain trade in the United States is in the main very much in favor of having a definite and permanent system of grading which does not change from year to year regardless of the crop conditions. The supply and demand, and other conditions will take care of the price of the grain even though there be less No. 1 and No. 2 in some years than in others. Furthermore, it is not desirable to have too wide a range in the character of the grain described in a grade. The higher grades should represent premium grain and receive premium prices as compared with the grain of inferior quality which falls into the lower grades.

The problem of establishing grades for any given locality, such as a market or a state, is necessarily a much simpler one than the problem of establishing uniform standards for all the varieties and classes of grain grown in the United States. Certain localities have special problems, such as presence of obnoxious weed seeds, wild vetch (wild pea), corn cockle, kinghead, etc., or cereal grain such as rye or barley in wheat, but represent only a very limited section of the country. Taking into consideration the number of different grain producing sections, it is readily seen that in 48 states a great number of problems of grain grading arise and are very difficult of solution.

First, absolute necessity of obtaining an accurate, average sample of the load of grain for the purpose of obtaining correct inspection. Unevenly loaded cars add to the difficulties of obtaining correct samples, and tend toward controversy; therefore, country shippers are increasing the hazard or tendency to discontent when they do not so far as possible load cars evenly.

Heavily loaded cars, or overloaded cars, also raise the question of uncertainty of correct sampling, inasmuch as the grain samplers cannot obtain grain from the bottom of the cars. If cars are not properly trimmed or leveled off when loaded, the grain under the high parts of the car may not be correctly sampled and lead toward controversy.

The Department of Agriculture, through its Bureau of Markets and the various offices of Federal grain supervision, is very desirous of the fullest co-operation of the grain trade and of the grain producers in connection with the handling, marketing and grading of grain. Constructive criticism and full-hearted co-operation is welcomed by the Department in its work. Questionable methods and incorrect grading should be brought to the attention of the proper officials in the right spirit in order to most quickly and satisfactorily attain uniformity and correctness in grading grain.

There has been at different times considerable dissension among certain interests in the United States and comparisons have been made of the various systems of grain grading. Due to the nature of the systems in vogue heretofore, it has been practically impossible to justly and honestly make fair comparisons for the various numerical grades established under the different systems. Frequently the comparisons became obnoxious, or at least provocative of controversy, and no good end is gained by such methods.

Under the Grain Standards Act, the Secretary of Agriculture and officials working in connection with the Federal grain supervision, have absolutely no connection with price fixing. There has been considerable complaint during the Government control of grading and distribution of grain of the prices received for grain according to the grade assigned. Under normal conditions, regardless of the grade assigned to grain, prices may vary according to the supply and demand, and to the general market conditions or the intrinsic value of the grain itself. For instance, smutty wheat of high quality otherwise may at one time be discriminated against due to the fact that there is a large quantity of wheat that is not smutty available for the use of the millers or other grain trading concerns. However, should there be a small supply of wheat of any character, the high quality wheat of smutty character might receive scarcely any discount under the same quality of wheat which is not smutty.

Mr. Miller was followed by Ralph Brown of the Bureau of Markets, who demonstrated the various steps necessary in making a proper grade of grain.

O. P. B. Jacobson of the Minnesota Railroad & Warehouse Commission, entered a protest that shippers of this country should be penalized for the benefit of foreign buyers. He stated that the Federal grades were not satisfactory to either farmers or dealers, and that the old Minnesota grades were preferable.

## FRIDAY SESSION

The Friday session opened with an address by A. D. Sibel of the Dairy and Food Department. He described the new Feedstuffs Law which had just been passed in Minneapolis by the provisions of which everyone who sold feedstuffs would have to take out a license.

The coal situation was discussed by I. C. Cavellier, editor of the *Coal Dealer*, E. G. Pratt of the Republic Coal Company, and Dr. Cushing, former editor of the *Black Diamond*, all of whom agreed that the situation would be very serious in the winter unless dealers stocked up to full capacity at once. Mine output, car shortage and European demand, all would contribute to the coal shortage.

Frank L. Carey, zone agent for the Northwest, told the manner in which wheat would be handled by the Grain Corporation during the year. After going thoroughly into the special features on which

there was apt to be question, he took up the subject of lake transportation, pointing out the importance to the Northwest of a through haul through the Great Lakes and St. Lawrence to the world's markets.

Theodore Wold, governor of the Federal Reserve Bank at Minneapolis, gave an interesting talk on the manner in which the crop movement would be financed this year.

A. E. Williams, representative of the U. S. Treasury, gave an enthusiastic talk on "Thrift," in which he advocated saving by the Thrift Stamp Route, and also owning your own home.

President Anderson appointed a Resolution Committee as follows: R. E. Jones, Wabasha, Minn.; J. F. Connor, Nortonville, N. D.; B. D. Bascomb, Clark, S. D.

## SATURDAY SESSION

The final session was opened with an address by A. P. Husband, secretary of the Millers National Federation, on "Milling Our Wheat at Home." He spoke, in part, as follows:

I approach the discussion of this or any other problem relating to flour milling with hesitation, in view of the fact that your convention is being held in Minneapolis, which is the largest flour milling center in the world. There are many men in Minneapolis territory who could better discuss this problem, but in response to the invitation of your secretary I will endeavor to place before you some thoughts which we trust will convince you that the flour millers of the United States are justified in their demands that flour instead of wheat be exported.

Congress recognizes the sound economic policy of exporting flour rather than wheat, as evidenced by the



PRESIDENT A. E. ANDERSON, COTTONWOOD, MINN.

inclusion in the wheat Guaranty Law, of March 4, 1919, in Clause 5, of a provision, "That as between the two articles mentioned (wheat and flour) preference shall be given to the exportation of flour, except when the public interest would, in the judgment of the President, be injuriously affected thereby." You will note the use of the word "shall"; it is not left optional with the Federal agency appointed to administer the Act.

We are unable to conceive of any condition under which the public interest would be injuriously affected by the carrying out of the policy thus recognized by Congress. On the other hand, we believe it to be for the best interests of the country at large, at all times, to export flour rather than wheat, as such a policy will result in a number of national benefits, among them being:

1. Increased industrial activity.
2. Increased employment of labor.
3. Reduction in price of flour.
4. Increased volume of available feeds.
5. Reduction in price of feeds.
6. Increase in the production of dairy products.
7. Reduction in price of dairy products.
8. Retention of soil values.
9. Saving in railroad and ocean tonnage.

One of the most appealing arguments placed before the producers of this country was that of the necessity of feeding Europe. That necessity still exists, and according to recent reports from Mr. Hoover, the seriousness of the situation has not been magnified. Our railroad transportation facilities are not being operated on a high percentage of efficiency, and available ocean tonnage is still a serious factor in the problem of feeding Europe. Under these conditions it is a sound argument to advance that by the shipment of flour for the relief of Europe, 30 per cent of railroad and ocean transportation can be saved, as flour represents about 70 per cent of the product of wheat, and the remaining 30 per cent, in the form of mill feed, could well be used at home; in fact, it is much needed, and a very large portion of the additional mill feed that would be produced in the manufacture of flour for export would find a ready sale in the immediate vicinity of the mills manufacturing it; and would therefore not require shipment. Such mill feed as is shipped generally goes to dairy communities and does not tend to congestion at seaports.

These are some of the arguments that are advanced for the milling of our wheat at home, and the exportation of flour instead of wheat. To bring about the increased exportation of flour it will be necessary, however, to secure improvements in the storage and flour handling facilities at the seaports, especially those on the Atlantic Coast. It is safe to say that millions of dollars have been expended by railroads in the erection of grain elevators, not only at ports of exit, but at other terminals throughout the country; nobody ever heard of a

railroad expending a dollar in improving facilities for handling flour. A vessel to be loaded with wheat can be hauled alongside an elevator built and maintained at the expense of a railroad company, or loaded at any dock by floating elevators conveying the wheat from barges; this can be accomplished very rapidly, and if no consideration is given to the invested capital required, the operation can be conducted at a low cost. Flour, on the other hand, is still being loaded in the same manner that Christopher Columbus loaded his meal when he sailed forth to discover America. The flour is handled in slings, and conveyed over the side of the vessel from the dock or lighter by the ship's derrick, and when landed in the hold of the vessel is properly stowed by stevedores while the sling is being returned to the dock for another lot of sacks.

I have requested information regarding available storage facilities for wheat, etc.; the following figures, with authorities for same, are quoted in response to that request. In his testimony before the House Committee on Agriculture, on February 5, 1919, Mr. Barnes stated that approximately 570,000,000 bushels of grain can be stored in the present facilities of the country, without interfering with normal flow. He pointed out that since it is evident that at least 170,000,000 to 180,000,000 bushels represents the normal flow of other grains, it is probably true that not exceeding 400,000,000 bushels of wheat can be stored at any one time in all the storage facilities of the United States. Included in this maximum storage capacity for wheat is included an actual (working) capacity of 112,000,000 bushels in mill elevators (the theoretical capacity of mill elevator storage is 150,000,000 bushels), and it also includes seaport elevator capacities, which according to the "Miller's Almanack" for the current year, are as follows:

Portland, Maine .....	2,500,000 bushels
Boston .....	2,500,000 bushels
New York .....	8,830,000 bushels
Philadelphia .....	4,550,000 bushels
Baltimore .....	5,650,000 bushels
Newport News .....	2,750,000 bushels
New Orleans .....	6,050,000 bushels
Galveston .....	3,750,000 bushels
Seattle, Washington .....	2,665,000 bushels

Tacoma, Washington .....	4,375,000 bushels
Total .....	43,620,000 bushels

These capacities are theoretical, indicating the maximum capacities.

There are doubtless included in these totals the mill storage capacities in the cities named, and to the extent of these amounts they are a duplication of the figures for mill storage given above. It must be borne in mind that corn, oats, barley and rye must also be handled, and that all the available storage capacity cannot be used exclusively for wheat.

There will be particularly no carry-over of wheat of the 1918 crop. It is fair to estimate our domestic wheat requirements for the present crop year, for bread and seed, at 600,000,000 bushels. With a wheat crop fairly well assured of 1,100,000,000 bushels there will remain for export and a carry-over, at least 500,000,000 bushels. It is estimated by the Grain Corporation that there can be put through the ports of the United States, monthly, 1,000,000 tons of bulk grain (of all kinds), or approximately 30,000,000 bushels; and of package freight, 250,000 tons per month, or the equivalent of 2,500,000 barrels of flour, if other cereal products were excluded. To do this would admittedly require absolute control of the rail flow, which is not always possible. When it is considered that, with the exception of a normal carry-over, this vast amount of wheat must be moved (provided a market is found for it), practically in eleven months, it will be seen that all the available facilities will be taxed to their limit to accomplish it.

It is, of course, too late to consider the construction of additional grain elevators at seaboard, in time for use in handling this year's crop, even if it was considered advisable for the Government to engage in such an enterprise, and the millers of the country will oppose any such a movement now or at any other time. It is not too late, however, to convert into suitable storage space for flour many buildings which for several years have been used for munitions and other commodities exported in large quantities during the war. Such buildings could be so converted and equipped with modern flour handling and loading equipment at a small cost, and the Grain Corporation would thus be enabled to handle a much larger proportion of this year's wheat crop in flour for export, and permit the mills of the country to operate, with the advantages enumerated above.

I will again revert to mill feed, and its importance as a factor in the nation's welfare. No one who was not connected with the Food Administration during the war could form any conception of the trouble caused by the curtailment of the amount of wheat mill feed produced and the successful attempts to control its flow by price fixation. Farmers' organizations throughout the country demanded mill feed at a price that did not reflect its true feeding value, as compared with other stock feeds. An attempt was made to meet their demands by the fixation of an arbitrary price, based on a percentage of the cost of wheat to the miller. This immediately resulted in a sharply increased demand for dairymen and stock feeders adjacent to the mills, and resulted in serious scarcity of mill feeds in dairying communities removed from milling centers.

We have reason to believe there has been no change in the attitude of the farmers and dairymen as to the necessity of abundant supplies of mill feeds at low prices; yet, at the Trade Conference, at New York on June 11, a statement was made by a representative of a farmers' publication that the farmers were hatching a movement to have the Government erect additional grain elevators at seaboard, thus facilitating the movement, for export, of wheat carrying with it the feed which they so much desire. We submit they might better devote their energies toward creating a sentiment in favor of the Government insisting upon the railroads and steamship lines providing adequate storage facilities and modern equipment for handling flour for export, and thus help to retain in this country the mill feed that would result from increased activity of the flour mills.

As you are probably aware, there is but one purchasing agency for export flour, and hundreds of millers have been competing for the business offered. A number of leading millers from several sections of the country are now contemplating the organization of a corporation for the sole purpose of exporting flour; this organization will be effected under the provisions of the Webb Law, which was passed by Congress to encourage the exportation of American manufactured products. It is confidently expected that the new organization will be of great benefit to the milling industry of the country, and will be able to successfully meet the peculiar conditions under which the export flour business of the country is to be handled during this crop year.

Since the passage by Congress of the Act of March



4, 1919, giving preference to flour over wheat in export, we have been trying in every way to create a sentiment favorable to the exportation of flour, by soliciting the interest of Government officials, including Railroad and Shipping Administrations, as well as farmers' organizations in an effort to have the wishes of Congress carried out. We feel that American farmers and grain men should second our efforts; the farmers, particularly, should be interested in bringing this about, and it is hoped your organization will see the justice of our position and assist, in whatever way seems best to you, in accomplishing this end.

The subject of "Car Distribution" was dealt with briefly by O. P. B. Jacobsen. He said that, in order to handle the crops this year, the railroads will have to have on hand not only a supply of cars, but will have to plan a fair distribution of them and a quick release to avoid congestion. There has been a law passed which requires cars to be divided equally at each station until each shipper gets one car, then the balance in proportion to the amount of grain handled. It will be hard to get shippers to handle or export grain. The transportation system of the country is in bad shape. It would facilitate matters if the railroads, whenever they received a full freight car from one road, would return to this road an empty or full car to take its place, so as to have an equal pro rating of cars. This was opposed, but we hope when the railroads are returned to their owners that some arrangements will be made regarding car distribution for the benefit of the shippers.

He stated that car shortage and congestion is due to lack of storage facilities at the seaboards, but if we had proper grain storage facilities at the seaports it would solve the problem. On the Atlantic Coast we only have about 10,000,000 bushels of actual storage, while we should have 100,000,000 bushels. However, proper bills will be introduced in the legislature to have proper facilities for handling grain at the seaboard and the bill will be backed by Minnesota representatives in Congress.

B. P. St. John, of Worthington, Minn., spoke on the subject "Should the Association Have an Insurance Company." He strongly advocated specialized insurance and stated that elevators should be covered in a company formed solely for that purpose, for the moral hazard being so high, he believed that elevators were a preferred risk on account of the high class of men who were in the business. If the Tri-State Association did not form an insurance company of its own, he advised dealers to place their insurance in some grain dealers insurance company that was already organized, there being several successful companies of that kind.

## CLAIMS

R. E. Jones of Wabasha, Minn., spoke on the subject, "Our Experiences Collecting Freight Claims," in part as follows:

All the claims are divided into two general classes—"Overcharge in Rates and Weights" and "Loss and Damage," with about twice as many loss and damage claims on hand unpaid as rate and weight claims. The "Overcharge Rate and Weight Claims" are usually simple and easily adjusted; and we pass along to the "Loss and Damage Claims," which are more complex and difficult to settle.

At present the rules governing claims are prescribed by the Government Railway Administration, which contain many modifications from the pre-war customs and rules, and many or most of which are not satisfactory. A better railway administration is generally called for. The shipper also finds that all railways are not alike in interpreting and applying the present rules. Claims based on the hammer test and on leaky side doors and spilling over side doors are now not favored by the Government Administration. One railway claim department will turn down all such claims absolutely, another will observe the spirit of the rule better and go into the actual merits of the claim. One day, a string of cars came down our sidetrack on a "Y." A block and a half away a car was noticed leaking grain in a small, continuous stream. The car was spotted at our elevator; it was found not leaking, nor had it apparently leaked for several car lengths away from the elevator. Our foreman applied the hammer and found the leak, and the barley ran again but stopped when the hammer stopped. Cars will leak when moving and stop leaking when at rest.

Leaky doors of any character are now considered by some railways as "faulty cooping" and the claim "respectfully declined," whereas, for years, where

lumber is furnished, the lumber is largely culls with more or less rot, and hard woods that warp easily, and the shipper is about in the same predicament in making side doors as the ancient Israelite when he was compelled to make bricks without straw.

Now as to grain spilling over the side doors, which the present Administration rules as "faulty cooping": If you will take a small car shaped box and partially fill it with grain and strike it hard on the bottom at the end you will find the grain is thrown and heaped up and over the edge of the middle. Strike it again and the grain levels down. Strike it again—up it heaps and over the edge at the middle. Try this with a cigar box. This illustrates what a car of grain will do when improperly handled by violent bumps. The grain on the surface is thrown together like two clashing waves and over the top it goes, unless the side doors are built to the roof. If there were a hole in the roof, the grain with some of these bumps or collisions would be thrown through the roof. It is quite difficult for the shipper to coope his car to meet or stand up under other than the proper handling of that car.

The Federal control of the railways appears in too many instances (of which the ones mentioned are only types) to lose sight of the other fellow—lose consideration of the shipper. The rule too often violates the common law merits of the case. The carrier is judge and jury in its own controversy—"too damn much two-sided," as was expressed by an old German friend.

A probable correction to this whole matter lies in the Cummins Bill, S-5284, which will be before the next session of Congress and which seeks to restore to the Commerce Commission and to the courts power over all the activities of the railroads. It is believed that more justice and fairness and better service will be imparted to the patrons of the railways by the Commerce Commission than by the present Administration.

One of the worst complaints among grain men is the aggravating delay in the investigation and settlement of claims. J. H. Howard, manager of claims and property protection section, states in the *Traffic World* of June 14, 1919, that "there should be few unsettled claims of a greater age than four months," and that "freight claim agents will immediately take inventory of all such (unpaid) claims with a view to giving them special attention and take like action on the first of each month thereafter." I am extremely sorry to be compelled to say that these directions are studiously observed more in the breach than in the observance. Claims get pigeon-holed and pegged and then are extremely difficult to get resurrected. With one railway we now have practically all of our 1918 "loss and damage" grain claims unsettled. No reply to us was given to these at all, until a call was made at the main office in Chicago in May. Later we received a letter that a representative would soon call at Wabasha to adjust all these claims. He hasn't called yet. We have another bunch of "loss and damage" grain claims beginning in October, 1917, with all of 1918 and up to April, 1919, amounting to about \$2,000. No reply whatever to these until May, 1919, when the Claim Department sent up a representative and made a satisfactory settlement, which figured about 85 per cent of the original amount (we have a number of "measurement" claims) but without interest. This settlement was made in May, no payments, however, received as yet. These claims began in 1917 and the bunch consists of all the claims of this class we made in this period. And yet Mr. Howard states that "there should be few unsettled claims of a greater age than four months."

We have one "loss and damage" cabbage claim dated March 28, 1918, amount, \$245.80, which lay dead until a call was made at the freight claim department in Chicago the first part of last May. It was then settled in full, but without interest, payment, however, not yet received. Another cabbage claim, December 9, 1918, \$272.34 lay dormant until about six weeks ago, when an offer of settlement was made at \$196.69, which we accepted. Payment not arrived.

If the Cummins Bill aforementioned has promise of better service to the public, as I believe it has, then the grain shipper should get busy on the support of this Bill.

Questions may be asked if attention has not been asked by mail to these inattentions. We can reply with one instance. On May 29 we wrote for attention to above mentioned claim, \$245.80, of March, 1918; no reply. On June 3 we wrote again; no reply. On June 9 we wrote again; no reply. On June 16 we wrote again—a mild letter; no reply. Really one can keep in good temper a long time with the claim department, for when a personal call is made, and although every desk is found extremely busy, yet every courtesy is extended and immediate attention is given to matters in hand, and one is piloted through with despatch, with frequent satisfactory accomplishments. But personal trips to Chicago are expensive in money and time. They should not be necessary. The claim department is one activity of the railway which can profit by improvement. It is assumed of course that these experiences are largely the experiences of grain shippers generally, or at least to an extent that warrants the recital of this list of complaints.

It should be said, however, that measurement bulk grain claims cannot safely be adjusted until a cut-off

is obtained, during the season or at the close of the season. While it is true that a single separate cubic foot of grain that costs even weight with bushel weight will weigh practically four-fifths of a bushel of that grain, yet this rule will not correctly apply to a car load of grain, because of what is called "density." Grain packs more in a car load than in a bushel measure. So that the tonnage is greater per cubic foot in a car load of grain than same grain in a standard bushel measure. The same rule of "one-fifth off" will not correctly apply because of this fact of "density." A little book entitled "Miller's Scales" gives tables for weights of car load measurements of the different grains and of the varied tests wherein this item of "density" is fairly correctly covered. Extreme care should be taken, however, in obtaining measurements so that they are practically absolutely correct.

The Government Administration prescribes on coal claims a deduction of 2 per cent on bituminous coal and 1 per cent (we believe) on hard coal. Whether this be correct or not we are not prepared to say. But when the Government Administration arrives at "2 per cent off" on bituminous by assigning 1 per cent to moisture loss and 1 per cent to variation in scales it is wrong, as to scale variation. Two standard scales, working freely, in proper condition and in balance, will not practically vary any more than two yard sticks. A car of coal, were all its conditions equal, should and would read practically same scale weight in the center of Minnesota as in the center of Illinois.

We must not close without sadly confessing that many claims, to speak it mildly, without merit, are presented and pressed for settlement. The shipper sometimes has a flaw in his honesty. This naturally has led the department to approach claims that are at all complex with an attitude of suspicion and unfairness, irrespective of apparent merit.

Bad record cars with "measurement claims" particularly are discriminated against. No disposition to settle at better than 10 per cent to 25 per cent of claim irrespective of how well the claim may be verified by the "cut-off." Claims having Chamber of Commerce bad record reports have been turned down because no bad record could be found on railway reports. Because one did not notice a leak which another did is no good ground to turn down a claim.

Personally, the freight claim agent is a keen, intelligent, courteous gentleman. The freight claim department, however, in the game of efficiency and service to all concerned among the many other activities of the country, may make 1st, 2nd or 3rd base frequently, but its record on the score is not, nor ever has been conspicuously high.

Mr. Jacobson explained that the increase in inspection fees was due to the greater labor involved in the Federal grades.

Charles Quinn, secretary of the National Association, spoke briefly, chiefly on railroad matters. He also emphasized the necessity of organization and advised the private and co-operative elevator companies to unite in combating the Non-partisan League which was headed toward complete state socialism.

Secretary J. H. Adams presented his report of the year's activity and progress of the Association.

## RESOLUTIONS

The following resolutions, presented by the Resolutions Committee, were adopted:

### Port Facilities for Flour

Whereas, Congress has recognized the sound national economic policy of giving preference to flour over wheat in export trade, and in the wheat Guaranty Law of March 4, 1919, has specifically directed that this policy shall be adopted, except when, in the opinion of the President, the public interest would be injuriously affected thereby; and

Whereas, The advantages to this country by the milling of additional wheat for export are apparent, as such a policy would not only increase the activity of American flour mills, but would increase the amount of mill feed produced, resulting in lower prices of dairy products; and

Whereas, The storage facilities and flour handling equipment at ports of export are obsolete and inadequate for the conduct of modern business; Therefore, be it

Resolved, That this convention of Tri-State Country Grain Shippers Association give its unqualified endorsement to the policy of exportation of flour rather than wheat, and urgently request Government officials in control of the matter to do everything in their power to further the exportation of flour, and that immediate steps be taken to improve the flour storage facilities at seaboard and equip same with modern flour handling and loading devices; and be it further

Resolved, That copies of this preamble and resolution be sent at once to the Wheat Director, Director General of Railroads, chairman of the Shipping Board, members of the Cabinet, and to Senators and Members of the House of Representatives from Minnesota, North Dakota and South Dakota, as reflecting the



PART OF THE ATTENDANCE AT THE TRI-STATE CONVENTION



views on this important matter, of the country grain shippers of the states named, as represented in the Tri-State Country Grain Shippers Association.

#### The Return of the Railroads

This Association favors the return of the railroads to their owners as soon as adequate legislation properly safeguarding and protecting the rights of the people during the period of reconstruction and for the future, can be enacted by Congress.

We further favor the restoration to the state regulatory bodies of all authority, powers and functions enjoyed by them under state and Federal laws prior to the period of Government control, except insofar as this may be inconsistent with the general plan of reorganization which may be adopted. We further favor the enactment of legislation to specifically define the powers, authority and functions of the Commerce Commission and the state regulatory bodies.

#### Activities of County Agents

Whereas, It has come to the attention of the members of the Tri-State Country Grain Shippers Association that there seems to be a disposition on the part of the Department of Agriculture to assume an attitude which is apparently being carried down through its different departments, in regular order, even down to the county agent of different counties of our states, whereby these county agents have deemed it a part of their duties to assume the function of middlemen and tradesmen, much to the detriment of such members of these communities as are engaged in different lines of trade distribution and commerce.

We, as an organization, wish to protest against this tendency to use the county agent as a destroyer of organized and legitimate business.

We grain dealers hold that we all pay taxes and lend encouragement to all the county agents' proper activities toward all matters that tend to stimulate the production and the welfare and harmony in these rural communities. The county agent is a public servant and no government should tax the whole community to carry on activities that are to the detriment of grain men, live stock dealers, or any other particular class of legitimate, necessary and recognized trade or business of such community. The war has demonstrated the fallacy of state or Government ownership or control of business. It is only necessary to point to the present railroad deficit under Government management of \$1,200,000,000, brought about inside of two years, even in the face of an advance of 25 to 75 per cent in freight rates, and the railroads of the United States today, in practically a wrecked condition, as to equipment, condition of trackage and disorganized labor. Not much better can be said as to the telephone control. These items alone should convince any people that the United States is not yet ready for state proprietorship and state socialism. The war has demonstrated that the country business man has been and is a vital factor when the real test comes in producing and conveying to his government the support of his community *en bloc* in time of great stress. The members of this Tri-State Country Grain Shippers Association point with pride to their record in war activities. Their sons were in at the death.

We, as an organization and as individuals, are and have been warm supporters of the county agent idea, with its functions properly applied to the betterment of agriculture, as it should be, and not as a community disturber or destroyer of legitimate business.

We invite the support of other trade organizations, both national and state, to assist in impressing on the authorities at Washington the purport of these resolutions, and we instruct our secretary to convey copies of this protest to similar trade associations and to the National Grain Dealers Association for such further action as their judgment may find proper.

#### NEW OFFICERS

Adopting the report of the Nominations Committee the following officers were elected:

President, A. E. Anderson, of Cottonwood, Minn.; first vice-president, W. M. Jones, Grand Forks, N. D.; second vice-president, Otto M. Nelson, Hills, Minn.; third vice-president, E. Blankenberg, Henry, S. D.; treasurer, H. R. Wallin, Marshall, Minn.

Directors: B. P. St. John, for two years; R. E. Jones, for two years; A. H. Betts, for two years; J. A. Richert, for two years; N. R. Tacklind, one year; A. E. Anderson, one year; T. F. Dahl, for one year; J. F. Connor, for one year, August Evert, for three years; B. D. Bascomb, for three years; Fred Zeiske, for three years; Sam Tollefson for three years.

#### MACHINERY EXPOSITION

The following represent a few of the leading 40 exhibitors:

Automatic Truck Dump Company, Omaha, Neb.: Working model of truck dump. Represented by H. E. Oleson.

Columbian Feed Governor Company, Minne-

apolis: Columbian Feed Governor, Columbian Wheat Steamer, Twentieth Century Wheat Heater and Common Sense Wheat Heater. Represented by K. Dugan and Miss Erickson.

The Albert Dickinson Company Minneapolis: A full line of seeds and balanced rations of poultry, hog and dairy feeds. Represented by M. H. Swanman.

Fairbanks-Morse & Co., Minneapolis, Minn.: A combination auto truck and wagon dump, automatic grain scale, Fairbanks Motor and Starter. Representatives, C. S. Bradt and A. W. Bergstrom.

Fosston-Carpenter Company, Merriam Park, St. Paul: New Fosston Grain Cleaner and Separator and a New Liberty Washing Machine. Represented by Gust Ek and J. C. Kerr.

Huntley Manufacturing Company, Silver Creek, N. Y.: Monitor Northwestern Separator. Representatives, A. F. Shuler and W. H. Barnes.

International Sugar Feed Company, Minneapolis: A display of horse, stock, poultry and dairy feed. Represented by H. T. Hydrick and F. T. Hamilton.

Lake Crystal Manufacturing Company, Lake Crystal, Minn.: The Ulrich Wild Pea Extractor. Represented by C. J. Ulrich, H. M. Graff, S. C. Sherwin and G. R. Smith.

Minneapolis Seed Company, Minneapolis, Minn.: A line of "Security," "Crystal," "Falcon" and "Stork" brands of field seeds and a ground plan showing the plan of their new building. Represented by J. G. Eddy and R. M. Johnston.

J. L. Owens Company, Minneapolis: Dual Marquis white enameled blue ribboned Grain Cleaners. Represented by W. A. Owen, C. J. Blythin, Al Weismann and O. W. Pagal.

Richardson Grain Separator Company: Richardson Oat Separator, Richardson Simplex Grain Separator, Wilford Measuring and Blending Machine and the Wilford Improved Design Dry Measuring Machine. Represented by B. K. Postlethwaite and Thos. F. Kernan.

S K F Ball Bearing Company, Minneapolis: A ball bearing machine with a full line of ball bearings. Represented by Oliver Strangland and G. J. Mayn.

Strong-Scott Manufacturing Company: Morris Grain Drier, Kennedy Wheat Heater, a feed mill, a spiral wild pea machine, a Safety Manlift. Represented by D. Buck, J. D. Hunt, and F. J. Hammill.

Trapp-Gohr-Donovan Company, Omaha, Neb.: A model of the Trapp Auto Truck Dump for trucks and wagons. Representative, G. E. Winslade.

Twin City Separator Company, Minneapolis: Globe Separator. Represented by J. A. W. Grossett.

U. S. Department of Agriculture, Federal Grain Supervision: A full line of apparatus for determining grain grades. Charts showing Government methods for grading and sampling grain and charts showing milling and baking tests of certain classes and subclasses of different grades of wheat. Represented by Ralph Brown and G. F. Bullock.

#### GRASS SEED DEALERS MEET IN CHICAGO

The Wholesale Grass Seed Dealers Association held its annual meeting at Hotel Sherman, Chicago, June 24 and 25. President A. E. Reynolds of Crawfordville, Ind., called the first session to order and Clarence K. Jones of Baltimore, Md., was selected secretary pro tem.

In the absence of P. B. Cornelli of St. Louis, Mo., his son, Clifford Cornelli, was appointed to serve on the Membership Committee with Charles Dickinson of Chicago and J. Charles McCullough of Cincinnati.

J. G. Peppard of the Committee on Hard Seeds reported that no definite conclusions had been reached and the subject was finally referred to a

new committee composed of Messrs. Green, Neal and Peppard. This committee will confer with official Seed Analysts Duryea, Green, Mossie, Doughten and Neal for final settlement.

The following firms were elected to membership: Kellogg Seed Company, Milwaukee, Wis.; Northern Field Seed Company, Winona, Minn.

President Reynolds read a letter of appreciation from Albert Dickinson who was elected a year ago the first honorary member of the Association. This honor was extended this year to D. J. Bushnell.

The annual election of officers resulted as follows: President, John A. Smith, Toledo, Ohio; vice-president, William G. Scarlet, Baltimore, Md.; secretary, Clarence K. Jones, Baltimore, Md. Directors for three years: A. E. Reynolds, John S. Smith, M. H. Duryea.

#### ADVISORY COMMITTEE REPRESENTATIVES

President P. E. Goodrich of the National Association has appointed L. H. Powell of Wichita, Kan., general manager of the Wichita Terminal Elevator Company, and secretary of the Southwestern Grain Dealers League; F. G. Horner of Lawrenceville, Ill., president of the Illinois Grain Dealers Association; and W. M. Randels of Enid, Okla., president of the Oklahoma Grain Dealers Association, as representations on the Advisory Committee which will aid Mr. Barnes in the problems that confront him as Wheat Director.

These three men take the places of A. E. Reynolds, who is chairman of the Legislative Committee of the National Association and whose entire



F. G. HORNER, LAWRENCEVILLE, ILL.  
President, Illinois Grain Dealers Association

energy will be utilized in that service; George A. Wells, secretary of the Western Grain Dealers Association; and U. F. Clemons, former president of the Oklahoma Grain Dealers Association. These men did yeoman service last year and deserve a great deal of gratitude from the trade for the time and labor they devoted to the work. They all begged to be relieved this year.



MORE OF THE DEALERS AT THE TRI-STATE MEETING



## INDIANA GRAIN DEALERS HOLD MID-SUMMER MEETING

The mid-summer meeting of the Indiana Grain Dealers Association brought out a very excellent attendance and the Assembly Room of the Indianapolis Board of Trade figuratively had the sign posted "standing room only" when President Bennett Taylor of LaFayette, Ind., called the morning session to order at 10 o'clock, July 2.

Grain dealers always feel at home in Indianapolis. They can at any rate hang their hats in any grain man's office in the Board of Trade Building and be awarded the proverbial prodigal son hospitality. But Secretary Riley likes to make assurance doubly sure, so Rev. James M. Eakins, pastor of the Memorial Presbyterian Church of Indianapolis, gave a welcome and an invocation of the divine guidance on today's proceedings. Noticing an empty grain pan Mr. Eakins stated it represented the ever present church receptacle for the collection. He alluded to the universal interest in which the grain trade was held as every one was a consumer or buyer of grain products.

The chair appointed the following committee on resolutions: H. H. Deam, Bluffton, chairman; John H. Morrow, Wabash; J. A. Washburn, Remington; H. H. Martin, New Castle; H. A. Lawson, Shelbyville.

K. M. Bickel, manager of the Publicity Department for the Integrity Mutual Casualty Company of Chicago then gave an address on the subject of general accident prevention. He said that a reduction in accidents reduces insurance. Previous to the introduction of compensation laws only about 5 per cent of the amount received went to the injured party. For every one that we lost in France we lost three in industrial accidents in this country. The physical hazard was that which had to do with machinery and these should be carefully guarded. The moral hazard had to do with carelessness which was the cause of most of our accidents. Employers should educate their men along the lines of greater care when working about machines. Guarding the machinery and educating the men to carefulness would result in free insurance. There were 163,000 injured every month in the United States in industrial plants.

In closing his remarks Mr. Bickel related the manner of treating patients in the company's hospital at Chicago giving a specific case of treatment by which a workman gained the use of his hands after losing all control of them.

Russell East, county agricultural agent of Shelbyville, Ind., gave a very interesting talk on the subject, "Wheat Culture and Methods of Prevention of Smut and Other Diseases." In his opening remarks Mr. East gave credit to the grain dealers of Shelby County for making the county agent possible. He thought the word "agent" a misnomer. It expressed the idea of something to sell while he only furnished service, free to every one in the county. His experience had been that it was not well to advise too much and told how he once said to a farmer that he believed it would be well to hold his wheat a little longer when the latter asked him as to the advisability of selling. As the price declined 20 cents in a short time the farmer did not think much of his opinion.

Mr. East stated regarding the new rules for grading the farmers' wheat, that from the standpoint of the county agent it was the best thing that ever happened. It was not fair to pay the man who raised poor wheat as much as the one who raised a good quality.

On the subject of smut, Mr. East referred to the two kinds, the loose and stinking smut, the latter being most injurious for milling purposes. Smut had caused a loss of upwards of 200,000 bushels of wheat to Shelby County farmers last year and a loss to the men who sold it of from 3 to 93 cents per bushel.

Loose smut was far more insidious of the two kinds. It works inside the kernel and grows with the stalk appearing later when the wheat is in bloom as blackheads. We found that 9 per cent of all wheat carried loose smut. This meant a great loss. The hot water treatment was recommended for ridding the wheat of loose smut. This had cost last year about 18 cents a bushel in a machine perfected and used in Shelby County and the treatment should be given about three weeks before planting. The process followed was for the farmer to wet his grain in sacks. It was then put into the machine for one minute in water of temperature of 120 degrees. This was followed by a bath in water heated to 129 degrees, after which it was taken out and dried. Great care should be taken to have the water at the temperature of 129 degrees as more or less by a few degrees would not accomplish the object desired.

For the most part in Shelby County, said Mr. East, farmers plant "Red Hall" or "Hall" variety of wheat. It is a very consistent yielder and it is seldom you find clean wheat of that variety that will test below 60 pounds. We are therefore advising farmers to plant that variety.

E. K. Shepperd of Indianapolis then took the floor and announced the banquet to be given by

the Indianapolis Board of Trade at 6:30 p. m., inviting all present to be in attendance.

The morning session ended with a very interesting paper by E. G. Osman of Chicago on the subject, "Thoughts on Reconstruction."

## AFTERNOON SESSION

President Taylor called the afternoon session to order at 2 o'clock and Elmer Hutchinson of Arlington gave a report of the Market Survey Committee which recently made an investigation of a number of primary inspection points. The committee was made up of one member from the Millers National Federation, one from the co-operative associations, one from the Council of Grain Exchanges and one from the Grain Dealers National Association and Government representatives. They visited 27 markets and found a lack of uniformity from various causes. The first cause was lack of equipment; second, lack of desire for using the equipment and third, improper use of the equipment. In some places they found an insufficient number of samplers with not enough samples taken to properly represent the car. There were also found insufficient quarters for the samplers to work in.

In a good many cases they found cars unevenly loaded but not with any intention to deceive, so that the sampler should have gotten an average sample from the car. We do not object, said Mr. Hutchinson, to a good stiff fee for inspection if we get good service. We object however to a disproportionate in and out inspection fee. It does not cost so much to inspect cars out of a market so it should not cost as much. We found that in



PRESIDENT TAYLOR AND VICE-PRESIDENT REIMAN

some cases the inspection was rather lax. This was partly due to the experienced men having gone to war. With the return of our soldiers this will be improved. We found too that in the last five or six months since the Enforcement Division was moved to Chicago that there has been more interest and more co-operation. A very few markets were found in an ideal condition. In some cases the discounts are very severe. When a sample is just on the line, thus falling into the grade below, it meets a discount of 3 cents. A line must be drawn, however, somewhere.

The country grain man, said Mr. Hutchinson, should buy his grain strictly on the government grades as far as his appliances will permit. If he has the grain bought right he has it well sold. It was remarkable how close the country elevator man came to the grade when he used his equipment. Grain dealers should trim their cars and not blow the grain too high at the ends. The sampler could get a better sample when evenly loaded. He urged country shippers to invoice the grain as to its condition, putting down the moisture test, dockage, etc. If the inspector found the grade varied from his record he could call for a reinspection. Also a sign should be tacked up to that effect if the car was unevenly loaded. It would give the assurance that the car had not been plugged.

Mr. Hutchinson said that all the markets visited by the committee where the inspection or facilities were deemed inadequate had been sent a letter stating the specific deficiencies so that it would have a chance to correct its system and bring the service to the proper state of efficiency. He thought a great deal of good would follow the visit of the committee to the various markets.

Mr. McCollum, secretary of the Indiana Farmers Grain Dealers Association made a short address in which he stated that he was entirely in harmony with all that Mr. Hutchinson had just said. The by-laws of our organization are drawn to the effect that grain must be bought on its merits or grades. The farmers elevators throughout the state will buy their grain strictly upon the basis of the Federal standard grades. He said that the farmers companies were determined to work with the regular grain dealers especially in the matter of handling grain on a fair margin whatever that might be. If 8 cents was not enough, the managers would take 9 or 10 cents or what ever sum was necessary to handle the wheat at a profit to the company.

P. E. Goodrich, president of the Grain Dealers National Association, opened the discussion on the topic, "Handling Wheat Under Present Regulations." He spoke of the difficulty of fixing a margin for handling wheat owing to the great variation at different points, in the cost of handling. He had found no disposition among farmers not to accord the grain dealer a fair working margin. It was found at the New York Conference that the farmers were in full accord with our views. When it was found that a margin could not be arranged through Mr. Barnes it was thought that it could be accomplished by the zone agents but these will act chiefly as arbitrators in the matter of settling complaints. He had found also that the farmers as well as the dealers had not quite agreed with the form of contract with the Grain Corporation. In the event of disagreement with the farmer as to a grade complaint must be made immediately. A sample of the grain in controversy must be sent to the zone agent who will find the grade and discount. The farmer must make his complaint when the grain is delivered and not at any subsequent time. Mr. Goodrich then referred to the poster which the Grain Corporation had provided and which must be hung up in every elevator, advising the farmer of this provision.

Representatives of the grain trade had endeavored to get other primary markets besides those named by the Grain Corporation but these had been found impracticable. Mr. Goodrich then referred to the fact that exporter's bids are this year 2½ cents under the Government prices instead of 1½ cents as last year. The grain sold to the Government will not be paid for until it goes through the elevator and tendered in the form of elevator or warehouse receipts so it practically forces us to sell to the exporters. The exporters, on the contrary, have to honor drafts and make advances on them. As to the question of buying off grade wheat it was the general opinion that it would be best for the grain dealer to refuse to buy this grain at any price, as once in the elevator its identity was lost and there would be no means of effecting a settlement.

Mr. Hutchinson said on this point that Mr. Barnes recognized that the grain dealers were public servants and would no doubt afford them fair treatment.

Secretary Riley said he would close the door of his elevator before he would buy off grade grain from the farmer of which he was not sure of its keeping qualities, unless the Government would give the assurance that it would buy it at its proper price. He suggested that the farmer hold the grain while the sample was in progress of investigation as to its value.

Mr. Riley then took up the new contract with the Grain Corporation. He went over its various provisions very carefully elucidating those which seemed obscure and not plain to all.

H. A. Rhodes, Federal grain supervisor for Indiana, talked upon the wheat grades. A great many questions were asked and answered and he strongly recommended that every elevator owner should supply himself with a complete set of equipment for the examination and testing of wheat according to the standard grades.

## RESOLUTIONS

H. H. Deam of Bluffton read the following resolutions which were unanimously adopted:

## Objection to Elimination of Markets

Resolved: That the grain dealers of Indiana here assembled, object most strenuously to the act of the Food Administration Grain Corporation in eliminating the following interior buying points as announced by Zone Agent H. D. Irwin—Buffalo, Cleveland, Toledo and Mansfield, which have been during the past year used as official buying points; that the act will have a tendency to forward all wheat to seaboard points, where, through lack of terminal facilities, a congestion of cars will follow; that the shippers here represented object to their grain being forced to these far eastern points and favor the shortest possible haul to a terminal market where grain may receive official inspection and weights and where deliveries can be made either to commission dealers or to buying agents of the Government; that in so doing the grain car equipment, which this year is far below normal, can receive immediate handling and the empty equipment can then be returned to interior points for reloading, relieving the country shippers and accomplishing quick returns. That the wheat in our opinion will not be safe to remain out for any excessive length of time, but should be unloaded promptly where handling, smutting or drying can be given should it be found necessary.

Resolved: That this resolution be spread upon



the minutes of this meeting and that a copy of same be forwarded to Julius H. Barnes, Wheat Director, Food Administration Grain Corporation.

## Fixing the Price at Country Stations

Whereas, the regulations of the Grain Corporation (Bulletin No. 2, July 1, 1919, page 2) require grain dealers in purchasing wheat from producers to establish No. 1 wheat as the buying basis, deducting therefrom 3 cents per bushel for No. 2 and 7 cents per bushel for No. 3, with all grades below No. 3 to be bought wholly on their merits with reference to the grade of No. 1; be it

Resolved: That it is the sense of this convention that each and every grain dealer and miller in buying wheat from the producer should adhere strictly to the rules and buy strictly on the Federal grades, and that they should post up a price or bulletin board in a conspicuous place at or near their offices on which the schedule of grades and prices be recorded, from day to day, and that the producers be thoroughly informed as to the cost of handling wheat, including the terminal charge for weighing, inspecting and elevating, which amounts to over 1 cent per bushel plus the commission of 1 per cent or 2.39 cents per bushel for the Grain Corporation, making a total of 3 1/4 to 3 1/2 cents per bushel at such terminals, to which should be added 1/2 to 3/4 cent per bushel for and on account of shrinkage in passing the grain through the house and in transit. The above items plus freight will determine the value of the wheat f.o.b. shipper's station, to which should be added interest on wheat in transit, averaging 1/2 cent, then add a "reasonable handling margin" as contemplated by the Grain Corporation, the contract and the law.

To illustrate the above, based on New York price and freight rate of 25 1/2 per hundred weight, the following schedule approximates the items of cost in marketing wheat:

	Cents per bushel
Freight at 25.5 cents, Indianapolis export per hundred weight	15.3
Shrinkage in passing through house and transit	1.21
Weighing, inspection, war tax and elevating	1.25
Commission to Grain Corporation	2.39
Interest while in transit, average 20 days	.75
Making total cost of delivering wheat to market	20.9
Selling price at New York	239.5
Leaving f.o.b. value for No. 1 wheat in car lots	218.6
Domestic freight rate would add to cost	.9
	217.7

The experience table prepared by the secretary during the past season shows that the actual cost of handling grain, as compiled by 73 elevators, to be 7.12 cents, thereby netting the dealer actually 2.1148 cents.

## Hinged Trucks

Whereas, numerous manufacturers are building trucks for farmers used for the transportation of grain, we respectfully recommend that they hinge the truck bodies so that the front end of the truck may be lifted so as to dump the grain without molesting the truck in any other way.

## Vote of Thanks

Resolved: That we extend to the speakers on the program a vote of thanks for the valuable information given us, as well as the inspiration to conduct our business on the high plane and dignity which such business demands.

Be It Further Resolved: That we extend our thanks to the Rev. James M. Eakins, Pastor of Memorial Presbyterian Church, this city for the very kind words of greeting and invocation, opening the session of this convention.

Resolved: That we extend to the members of the Board of Trade and the grain dealers of Indianapolis our heartfelt thanks for the royal entertainment provided us and for the use of the rooms for the convention.

## In Memoriam

Whereas, Divine Providence has removed from our midst and our membership, James M. Brafford who for many years has been identified with the grain trade in the City of Indianapolis and for a term of years secretary of this Association, we deeply deplore his demise and desire to extend to his beloved family our sympathy in their great loss; and

Whereas, John G. Donovan, member of the firm of John G. Donovan & Son of Yorktown, Ind., for many years identified with the Association has passed away since our last meeting, we desire to express to his family our deepest sympathy in this their bereavement.

Lewis Taylor, secretary of the Indiana State Federation of Farmers, was invited to address the meeting. He said in part: The farmers are going to be content to pay you a fair margin on the business that you will do this year. There is absolutely no reason why we should fall out over these transactions. If we build a grain elevator it is because we believe you are driving us to do so. If you do the square thing you will find no trouble with your friend, the farmer.

Mr. Riley replied very briefly to Mr. Taylor, stating that the grain dealer had never made excess profits but on the contrary always made a market for the farmer and gave him a uniformly square deal.

The meeting thereupon adjourned.

## THE VISITORS

Outside an excellent attendance of Indiana grain dealers there were present the following from other markets:

Buffalo, N. Y.: F. J. Schonhart, Electric Grain Elevator Company; F. J. Maurer, Inc.; H. H. Richardson, Whitney & Gibson; J. J. Rammacher, Eastern Grain, Mill & Elevator Corporation; C. P. Wolverton, Globe Elevator Company; G. D. Jones, Eastern Grain Company.

Toledo: John W. Luscombe, Joe Doering, Southworth & Co.; W. W. Cummings, J. F. Zahm & Co.; H. W. Applegate, Mennel Milling Company.

Chicago: George L. Stebbins, Savers Grain Company; J. M. Adam and F. L. Davis, Rosenbaum Bros.; Jesse Summers, Adolph Kempner Company.

Cincinnati: John E. Collins, Jr., Collins & Co.; Will G. Steuve, Henry W. Brown & Co.; L. McLaughlin, F. C. Palmer, Dan B. Granger Company. Machinery interests were represented by P. G. Hunker, Jr., representing Kennedy Car Liner and Bag Company of Shelbyville, Ind.; C. L. Hogle, representing the Invincible Grain Cleaner Company, Silver Creek, N. Y.; A. S. Garman and W. B. Sutton, representing the Huntley Manufacturing Company of Silver Creek, N. Y.; C. E. Flora, representing the Reliance Construction Company, Indianapolis.

## THE BANQUET

The Association was the guest, at a six o'clock dinner at Hotel Severin, of the Indianapolis Board of Trade and the Indiana Grain Dealers Association. This is always a feature looked forward to by members of the organization and this occasion was no less pleasurable than its many predecessors. E. K. Shepperd of the Cleveland Grain Company took charge of the proceedings after coffee and cigars were served and called upon the following who told stories or made short addresses: J. H. Morrow, W. K. Bickel, Wm. H. Howard, Bert A. Boyd, Tom Oddy, Wallace Reiman, P. E. Goodrich, C. B. Riley, Bennett Taylor.

## AMERICAN SEED TRADE ASSOCIATION MEETS AT CHICAGO

It was estimated that 500 seedsmen attended the thirty-seventh annual meeting of the American Seed Trade Association which convened at the Sherman Hotel, June 24, 25 and 26. President Frank W. Bolgiano of Washington, D. C., gave his annual report in which he referred to the general prosperity of the seed trade. Abundant crops had filled the storehouses to a greater extent than in years and a hungry world had taken what it was feared early in the season might prove an unprofitable surplus.

Secretary C. E. Kendel of Cleveland presented his annual report showing a very satisfactory financial statement with an active membership of 231 and three honorary members, making a total of 234.

Reports of committees were given and a number of interesting addresses were made. These latter included papers by W. A. Wheeler, in charge of Seed Reporting Service Bureau of Markets, on the subjects, "Some Aspects of Seed Control" and "Seed Trade with European Countries;" a paper by R. A. Oakley, Agronomist in Charge, Bureau of Plant Industry, United States Department of Agriculture, on the subject, "Critical Studies in Seed Production;" paper by Edgar Brown of the United States Department of Agriculture on the subject of "Seed Testing;" paper by Carl Cropp of Vaughan's Seed Store, Chicago, on the "Growing of Flower Seeds;" paper by Lester S. Irwin of the Bureau of Education, Washington, D. C., on the subject, "The Garden Army and its Purpose."

A resolution was adopted favoring an alliance with the nurserymen's organization to the extent of a joint committee for the discussion of legislative matters, especially the plant embargo affair, in which a modification is sought. A resolution was also adopted criticising the postal service of the United States, and calling attention to the fact that the postal system had steadily deteriorated both relatively and absolutely, since the policy of so called economy was inaugurated.

The following officers were elected: President, Edward C. Dungan, Philadelphia, Pa.; first vice-president, Wm. G. Scarlett, Baltimore, Md.; second vice-president, David Burpee, Philadelphia, Pa.; secretary-treasurer, C. E. Kendel, Cleveland, Ohio; assistant secretary, F. W. Bolgiano, Washington, D. C.

Executive Committee: Kirby B. White, Detroit, Mich.; C. C. Massie, Minneapolis, Minn.; J. L. Hunt, Cambridge, N. Y.; F. W. Bolgiano, Washington, D. C.; Leonard H. Vaughan, Chicago, Ill.

Membership Committee: H. G. Hastings, Atlanta, Ga.; Alex. Forbes, Newark, N. J.; B. P. Cornelli, St. Louis, Mo.; George S. Green, Chicago, Ill.; L. B. McCausland, Wichita, Kan.

The entertainment features were very elaborate and included various luncheons for the seedsmen, and the ladies in attendance, the annual banquet and an automobile trip to the farm and warehouses of the Everett R. Peacock Company.

## CONFERENCE OF TEXAS GRAIN DEALERS

There was a good attendance of grain dealers of Texas at the state conference which was held at Fort Worth on June 27 for the purpose of discussing the new Federal rules for handling the present wheat crop. H. B. Dorsey, secretary of the Texas Grain Dealers Association, described the tentative contracts being formulated by the Food Administration Grain Corporation, with headquarters at New York City. Mr. Dorsey expressed himself as being highly appreciative of the courtesies extended the visitors by the Fort Worth grain men.

"There are so many problems worth a discussion here, such as telephone, telegraph and shipping facilities," said Mr. Dorsey, "that it behooves me to take them up in a very general way."

He then brought before the grain men many interesting explanations of plans being inaugurated

by the Federal experts in the matter of handling the Nation's grain production during the season of harvest. The Government is leaving nothing undone toward supervising the handling of the Nation's supply of grain, and as an indication of just what is being done, Mr. Dorsey brought out, among other things, the following stipulations which will most likely appear in the contracts issued grain dealers:

No samples of low-grade wheat will be required. When farmers and grain dealers fail to agree on quality, a sample must be sent to the zone office for inspection.

Wheat sold to the Government must be shipped through Galveston or New Orleans.

Consignments of grain sold to Grain Corporation will be governed by practically the same regulations as last year.

All grain dealers must have a license from the Government, and all bakers and flour jobbers handling more than 50 barrels of flour per month will likewise obtain a Government permit.

Differentials in prices will apply to grades 1, 2 and 3 only, grade 2 running 3 cents less than grade 1, and grade 3 running 7 cents less than grade 2.

Grain Corporation not to handle coarse grain. All prospective grain dealers will be thoroughly investigated before being granted a license; must be absolutely reliable business men.

Grain dealers must secure a license for each point of operation.

Mr. Dorsey said that those desiring licenses as grain dealers, should make application to D. F. Piazzek, second vice-president of the Food Administration Grain Corporation, zone office, Kansas City, Mo.

The points where milling and elevator facilities have necessitated the employment of a licensed grain inspector are these: Dallas, Fort Worth, Waco, Sherman, San Antonio, Wichita Falls and Galveston.

District meetings of Texas grain men have been held at several of the above places. Late next week similar meetings will take place at Amarillo and Abilene.

## ARBITRATION DECISIONS

The Ralston Purina Company of Buffalo had a claim for \$192 on two cars of corn purchased from the Marshall Hall Grain Company of St. Louis. Specific billing instructions were furnished by the buyer, but as they were not followed by the seller a delay resulted and the loss in question was suffered. The Arbitration Committee allowed the claim and ordered the Marshall Hall Grain Company to pay.

\* \* \*

H. S. Antrim & Co. of Cairo, Ill., sold to the San Antonio Grain Company of San Antonio, Texas, 10,000 bushels of oats. The last of the four cars on this contract was shipped four days after expiration. San Antonio notified Antrim that they could not use them on contract and asked if they should be handled for Antrim's account. He answered "Handle car, pay draft and draw for difference if any." The loss on the car was \$48.50 and Arbitration Committee No. 1 ordered H. S. Antrim & Co. to pay it.

\* \* \*

The Harvey Grain Company of Chicago sold to L. P. Cook of Memphis two cars of oats, 75 cents c. a. f. Memphis, Chicago weights and grades. Cars were shipped within contract time, but were refused by Cook on the ground that Chicago Board of Trade sampler's certificate was not furnished. Arbitration Committee No. 2 decided that such certificates did not have to be furnished unless specified in the contract, and ordered L. P. Cook to pay the Harvey Grain Company \$137.43, the amount lost on the transaction.

\* \* \*

Fields & Slaughter Company of Sioux City, Iowa, sold to Peirson-Lathrop Grain Company of Kansas City, four 80,000 capacity cars of oats. They loaded three 80,000 capacity cars with an average of 1,899 bushels per car, and one 60,000 capacity car holding 1,953 bushels. The Peirson-Lathrop Company claimed under shipment and withheld a balance of \$122.74 in the payment. Inasmuch as the 60 capacity car had the same cubical contents as the 80, Arbitration Committee No. 1 held that the contract had been filled and ordered the Peirson-Lathrop Grain Company to pay Fields & Slaughter Company the amount withheld, \$122.74.



## NEWS LETTERS

NEW YORK  
C. K. TRAFTON - CORRESPONDENT

MEMBERS of the local grain trade who are interested mainly in corn have gone through a period of unsettlement and uncertainty, and while some of them have profited by the abnormal state of affairs, others have been greatly embarrassed. This remarkable mixture of feelings was brought about by the sensational developments in connection with the importation of corn from Argentina. Slightly over a month ago corn futures in Buenos Aires were selling at slightly below 60 cents, or roughly more than 60 cents under futures in Chicago.

Strange to say, speculative interest in the Buenos Aires market on the part of our traders seemed to be exceedingly negligible and difficult to comprehend, although some members of the trade believed that the indifference was partly traceable to a lack of knowledge regarding conditions, rules, regulations, etc., prevailing in that country. Notwithstanding this, it was the consensus of opinion that prices there were wonderfully low. This opinion was, of course, immediately substantiated by the fact that many importers here were making large contracts in Argentina for corn to arrive. It was well known by members of the trade that several million bushels had been contracted for, beginning mainly at around 62 cents on dock in Buenos Aires, which brought the price primarily to \$1.25 c. i. f. New York, via sail, with subsequent sales from \$1.30 by steam up to \$1.70.

On the surface, it looked like what is vulgarly called a cinch for any United States dealer to buy corn on that low basis for shipment to this country. As a matter of fact, it was agreed that much more business would have been consummated had it not been for uncertainty as to condition on arrival, especially by sail, and also the great difficulty experienced in obtaining tonnage. Recently this difficulty has been rapidly growing more and more acute, the rate there having jumped up quickly from \$30 per ton to \$40, or perhaps \$45. Indeed, it is now asserted that it would be practically impossible to obtain a steamer at any price as virtually all of the vessels there were controlled mainly by exporters to Europe.

In the meantime, spot parcels of Argentine corn have been selling in the New York market from \$1.70 to \$1.90 f. o. b. cars, partly for distribution to neighboring markets, including Buffalo.

It was a matter of only a week or so ago that members of the trade in Argentina suddenly awakened to a proper appreciation of the situation, and as a consequence futures in Buenos Aires jumped up roughly 30 cents per bushel in an extremely brief period. This, coupled with the scarcity and high cost of freight room, made it practically impossible for our importers to do business as the big margin in their favor has been almost wiped out. In other words, it would be nearly impossible to lay down Argentine corn much if any below the value of native.

Because of the facts described, many responsible dealers in Argentina who had sold corn for shipment to this country have been forced to ask for cancellations and they have been compelled to pay out large sums in order to accomplish this. Moreover, many irresponsible sellers in that country have defaulted, causing much loss and trouble to merchants here who had in almost every case made sales for forward deliveries of such corn on its arrival.

Thomas A. Blake, son of Thomas M. Blake, prominent local distributor of grain, hay, etc., has been elected to membership in the New York Produce Exchange, taking over the ticket which formerly stood in the name of his brother Joseph. "Thomas, Junior," as he is known to his friends in the trade, is a member of the newly organized grain exporting and importing firm of Blake, Dobbs Company, the other members being Thomas M. Blake and Edward H. Dobbs, the latter formerly connected with the firm of Muir & Co.

Herbert L. Bodman, president of Milbinc, Bodman & Co., Inc., which was organized early in 1917 to succeed the old grain export firm of the same name, was on the Produce Exchange for a short time recently, after spending over a year in France, and received an extremely warm welcome from his many old friends and associates. Mr. Bodman left the city in May, 1917, to join the Officers Training Corps at Plattsburg, returning in September with a commission as Second Lieutenant in the Cavalry. He spent the winter of 1917-18 at Camp Upton, Long Island, being assigned to the Military

Police, and in March sailed for France with the famous Seventy-Seventh Division, "New York's Own." For a time after landing there he continued with the same organization, but subsequently he was transferred to a French command as liaison officer. Owing to his excellent work in that capacity he received a citation for general efficiency from the French commander and was decorated with the coveted Croix de Guerre. In January of this year, Julius Barnes, president of the Food Administration Grain Corporation, who was in Paris at that time, suggested to Herbert Hoover that because of Mr. Bodman's long experience in the grain trade he would be a valuable man to add to their organization. As a result, Mr. Bodman was released from military duty, having been promoted to a captaincy in the meantime, and was attached to the Administration's Paris office. He served there until about a month ago, when he received his discharge and sailed for home. Mr. Bodman stated that after taking a vacation he would return to his old place on the Produce Exchange.

L. A. Morey, at one time identified with the grain trade in Chicago, but afterwards in the local market, where he was especially interested in oats, has sold out his business and his membership in the Produce Exchange has been transferred. It was stated that he had been devoting practically all of his time during the war to the wholesale coal business.

John W. A. Davis of the East Coast Cereal Company, Inc., exporters, has been elected to membership in the Produce Exchange.

A notice was recently posted on the Produce Exchange bulletin boards to the effect that the commission firm of N. W. Peters & Co., had been succeeded by a corporation of the same name, capitalized at \$25,000, under the laws of New York State. The officers are: N. W. Peters, President; Thomas J. O'Neill, Vice-president and General Manager; Fred. J. Winter, Secretary and Treasurer.

DULUTH  
S. J. SCHULTE - CORRESPONDENT

COMMISSION houses and the elevator interests on this market were gratified over a decision just handed down by the Interstate Commerce Commission in the reconsignment case, so-called, that had been pending since April, 1917. It had been proposed by the railroads at that time to impose a charge on all cars of grain held for inspection purposes on a basis of \$2 for the first day, and progressing upward to \$5 a day until disposition orders were given. The proposed charge would, of course, have applied to practically all cars of grain moved. That would have imposed a heavy burden on shippers to this market, and would have created a vexatious situation from a marketing standpoint. The proposal was protested against at the time by the Duluth Board of Trade. A committee went down to Washington to oppose it, and fought the matter out before the commission in conjunction with other grain exchanges over the country. The result was that the imposition of the proposed charge has been overruled. Duluth's contentions were fully concurred in, according to the decision. Consignees are allowed a reasonably free period in which to obtain inspection of the ears arriving at the terminals here. It was shown during the hearing that grain is promptly handled at this point; cars placed by 11 o'clock in the morning are being inspected and cleared the same day.

A. W. Frick, treasurer of the United States Grain Corporation, and a former president of the Duluth Board of Trade, is spending a vacation in this city. He is looking forward to a busy time during the fall in handling the export requirements of the European countries. He asserted that he learned of his present official appointment with the Grain Corporation only on his way up the lakes, and that it came as a complete surprise to him. Mr. Frick has been connected with the Grain Corporation at its headquarters in New York for nearly 15 months. He was for several years manager of the Van Dusen-Harrington Company's Duluth office.

Julius H. Barnes, president of the United States Grain Corporation, is of the opinion that the United States need not entertain any fear on the score of ability to dispose of its surplus grain crops of the present season. In the course of conversations with grain men on this market during a vacation spent at his home in this city, he expressed the opinion that the European countries are

ready and willing to take all the grain that this country can ship over to them. He pointed out that the former belligerents are entirely disorganized, their ships having been sunk and their man power curtailed through losses during the war and that this nation must help them to get on their feet again. He drew attention to the fact that leading American interests have arranged to submit to the Government a plan to supply the European countries, apart from the neutrals, with raw materials, and to finance their exportation from the United States.

Application has been made for the transfer of the Duluth Board of Trade membership of Parker M. Paine to W. E. Craig of Duluth. H. S. Newell & Co., successors to the Paine Commission Company have been elected to corporate membership on the Duluth Board. Parker M. Paine is now in Chicago as a member of the firm of Logan & Bryan, having taken the place left vacant through the retirement of George A. Wegener.

While no official announcement has as yet been received regarding the personnel of the grain control committee on this market, it is assumed that last year's committee, headed by V. B. Strachan of the Northern Pacific Railroad, will be reappointed. Better results in the way of regulating the flow of grain to the terminals from over the country are expected to be reached by the plan of issuing permits to the railroads rather than the individual permit system as tried for a time last spring.

N. C. Clark, cash grain buyer for the Cargill Elevator Company, on this market received warm congratulations from his friends in the trade recently on the occasion of his having become a grandfather through the arrival of a young girl at the home of his daughter.

Application has been posted for the transfer of the Duluth Board of Trade Membership of J. M. O'Gorman to George Dion of the Hallett & Carey Company.

E. M. White, of the White Grain Company, is away on an extended auto trip. He drove East via Chicago as far as Toledo, Ohio, and when last heard from he was booked to be in attendance at the annual convention of the National Hay Association at Detroit. In the course of letters to his office here, he commented upon the uniformly good condition of the wheat and other crops in the territory through which he passed. As he is especially interested in the hay and feeds trade he kept tab and made inquiries regarding conditions of the crops at various points. From what he learned the farmers will gather in bumper yields of hay, thus correcting the shortage that generally existed over the country the past season.

Duluth elevator men will be in splendid position to handle the expected heavy fall rush of grain from the country. The belting and machinery at the various elevators are being overhauled, and general improvements made in many quarters. Less than 1,575,000 bushels of all kinds of grain are now in store in the elevators here, of which wheat totals just 330,000 bushels. Vessel space has been chartered to move out a substantial proportion of the rye and barley on hand, and it is expected that stocks will be practically cleaned up when the new wheat begins to move about the last week of August.

Trading in rye has been a feature on the Duluth market during the last few weeks. Its quotations have covered a wide range. The net result has been a decline in spot No. 2 rye of three cents to a present basis of around \$1.47½. Operators draw attention to the Government estimate of a crop of around 103,000,000 bushels as compared with a normal yield in past years of about 35,000,000 bushels. It is contended that active export demand will be required to absorb the large prospective surplus.

Receipts of barley have been heavy on the Duluth market during the last few weeks, and specialists in it have been in receipt of good Eastern demand from malsters, attributed to expected relaxations in the war time prohibition restrictions placed upon the breweries. The market in that grain has in consequence been fairly strong, its spot quotation showing gains of around seven cents, the present range being at from \$1.09 to \$1.19.

Vessel interests are finding trade dull at the Head of the Lakes at present as a result of lack of grain shipments from the elevators and the curtailed movement in iron ore, and some of the large freighters are now tied up in this harbor. It is expected that the surplus boat capacity will be in a measure relieved in the near future through demand for steamers to move winter wheat out from Chicago to Buffalo.

Charles H. Thornton, a former operator on this market, but now a member of the Winnipeg Grain Exchange, expressed the opinion when on a recent visit to Duluth that the present season's production of wheat in the three Western Canadian provinces will run at from 225,000,000 to 250,000,000 bushels. He asserted that the outlook for the flaxseed crop is discouraging over wide areas in the Canadian West this season, as the dry weather conditions in Montana have extended up into the contiguous territory northward. He said it is expected



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that an announcement will soon be forthcoming from Ottawa regarding the basis adopted for marketing the new season's Canadian wheat crop. It is taken for granted that there will be no price guarantee up there for the reason that the Dominion Government has made no financial arrangements to take care of it, and it is thought better to allow grain prices to find their real market levels.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

WHEAT receipts are increasing daily here and the trade expects a big movement of the new crop very shortly. The arrivals have been sufficient to force prices down materially from recent high levels, but so far the Grain Corporation has been unable to buy any wheat at the guaranteed price of \$2.24 for this market. One day recently several cars sold close to the \$2.24 level and Bert Lang, second vice-president of the St. Louis Zone, thought he was going to get them. At the last minute, however, they were taken several cents above the Government price.

Millers and elevator interests here are looking forward to a big year in wheat, and opinions differ materially as to the marketing of the crop under the guaranteed price. Most dealers now are voicing the opinion that the Government will lose nothing in handling the crop, whereas recently these same traders talked of a big loss. The change in opinion is caused by lessened estimates on the new crop, and on expectations that with the embargo lifted on Germany and the other Central Powers a ready market will be available for every bushel of grain raised in the world, resulting in such a demand that high prices will prevail. Exporters have been preparing for enormous grain shipments in the near future, and as several St. Louis houses have in the past been heavy shippers of grain to Germany, there is every reason to believe that this market again will come in for a big share of the foreign business.

Cash grain houses have been doing a big business in oats in advance of the new crop, and satisfactory prices have prevailed even with receipts increasing. Corn receipts, however, are meagre, and the drift of prices has been constantly upward. The \$2 bulls are now talking \$2.25, and if the price hits there they will probably be talking \$2.50. Speculative trade in the market has become very light, however, as the high price altitude is considered dangerous, despite the many factors of bullish importance on which the present values are based.

William T. Hill, who several months ago bought the interest of Thomas B. Teasdale in the J. H. Teasdale Commission Company, St. Louis, became actively engaged with the firm July 1. Mr. Hill has been very much in the public eye lately. A few weeks ago when the drive for funds for the Salvation Army was on, he surprised a young girl selling doughnuts by giving her a check for \$1,000. She became so excited that she left the booth and ran all the way to headquarters to turn in the check. The next day he bought a box of cigars on the Merchants' Exchange for \$135 for the Salvation Army fund; and later when an appeal was made for car fare for poor children who have plots in the community garden Hill sent his check for \$100. Mr. Hill has been very successful in the grain market, and newspaper stories some time ago credited him with making \$300,000 on the long side of corn. During the war rise in wheat three years ago he made a fortune estimated at \$1,000,000.

The St. Louis Merchants' Exchange at a recent election voted that on deliveries of No. 3 white oats three cents per bushel shall be deducted from the contract price. Nos. 1 and 2 white oats of course are delivered "flat."

Phillip Rothrock, Federal Grain Supervisor in the St. Louis district, has resigned his position and after July 15 will be connected with the Graham & Martin Grain Company.

Eugene Dreyer of the Dreyer Commission Company, "put one over" on Alex Harsh, of the Elmore-Schultz Grain Company recently, when he carried a big catfish on ice to the Merchants' Exchange floor and showed it as the prize catch of Harsh at Corning Lake, Ark. The net result of the trip was a big string of croppie and bass, but Mr. Dreyer declared that the catfish deserved the prize.

Tilghman A. Bryant of the Tilghman A. Bryant Grain Company, spent two weeks in Kansas recently arranging for the purchase of wheat for St. Louis and nearby mills. Mr. Bryant declared on his return that the Kansas wheat crop was probably largely overestimated, especially by Secretary Mohler, who placed the yield in his last estimate at 239,000,000 bushels.

Missouri's wheat crop will total 64,817,750 bushels, according to a forecast of the July crop report by Field Agent E. A. Logan and Secretary Jewell Mayes of the

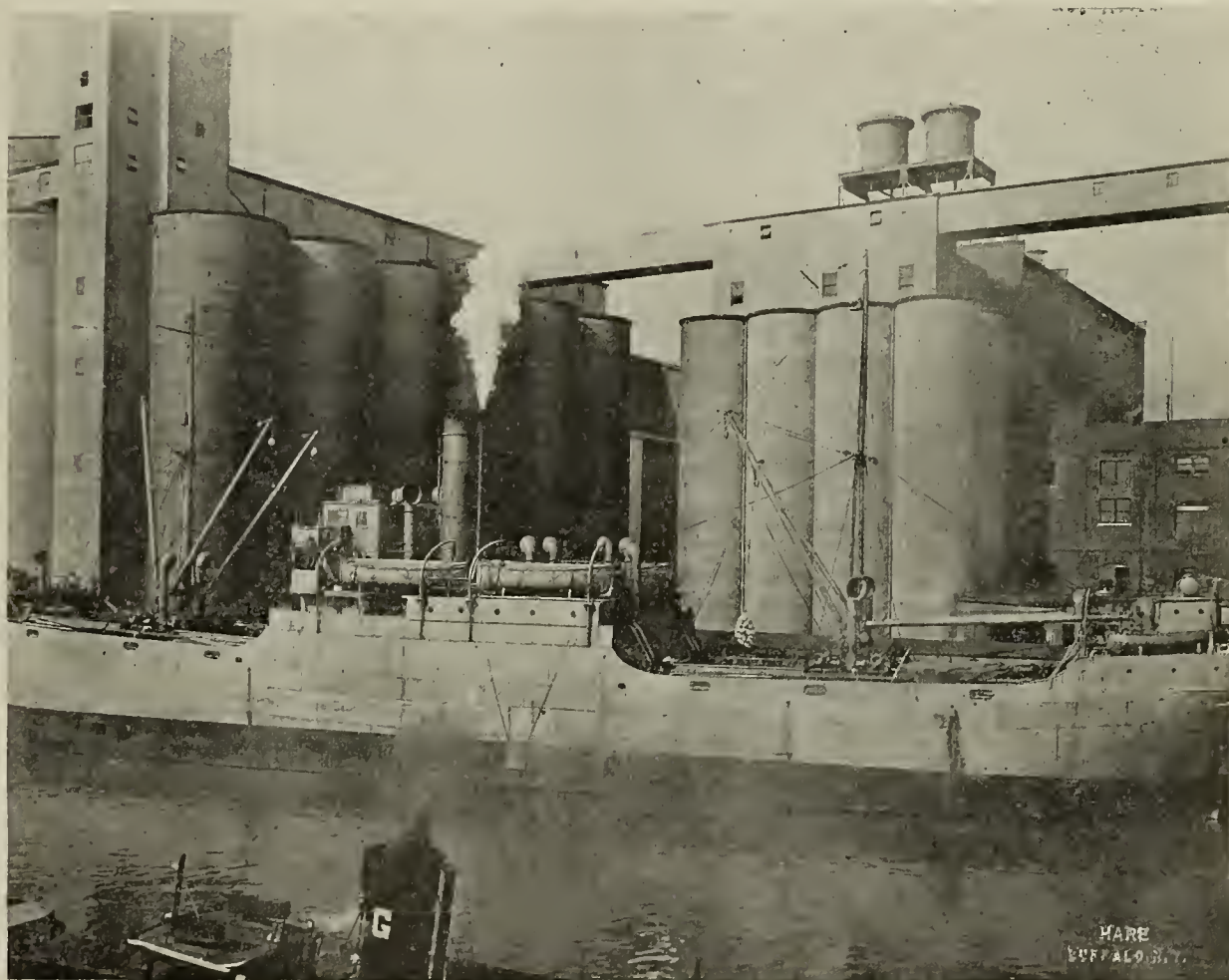
Federal Crop Reporting Service, which was issued July 10. The average yield is 15.3 bushels an acre. Although the crop declined 6,968,250 bushels during June, the harvest is double the 10-year average in the number of bushels. The Missouri corn acreage is 5,755,980, or 973,000 acres less than last year's crop. The condition is 80 per cent and the indicated yield is 147,353,000 bushels, or 25.6 bushels an acre.

The first car of new wheat in the St. Louis market was received last week by George J. Schulte & Co. and was shipped from Rayno, Ark. The wheat was heated and when put up for auction on the Merchants' Exchange sold for \$2.18. The Vinenga-Smith Grain Company bought the car. The day following the sale the first car of Missouri-grown wheat arrived and sold for \$2.41. It tested 58 pounds and graded No. 2. P. P. Connor acted as auctioneer at both sales.

The Vincent M. Jones Commission Company was incorporated here recently with a capital stock of \$25,000, fully paid, to do a general grain and commission business. Fred W. Seele of Seele Bros. Grain Co. will be associated with Mr. Jones in the new venture, and their popularity assures its success.

The first car of new hay in the St. Louis market was received recently by the Graham & Martin Grain Company. It was light mixed clover and came from Illinois. It was purchased by Thiess Bros. Feed Co., of East St. Louis, Ill. John D. Mullally, of the Graham & Martin Grain Co., made the sale at \$27.50 per ton.

The following statement has been sent out by Bert H. Lang of the St. Louis office of the United States Grain



LOADING OUT GRAIN IN BUFFALO HARBOR

Corporation: "It has been determined to put in a premium basis over the guaranteed price basis, and this premium reflected to the producer when the situation, in the judgment of the Wheat Director, makes such action advisable. It is decided that there will be no advance premium over the guaranteed price for the month of July. A proper reflection of the guaranteed price basis to the producer is the guaranteed price at the most favorable terminal, minus freight and a reasonable maximum handling margin. As a rule it is expected that competition will properly regulate the handling charge, or buying margin on a reasonable basis. In the advent of complaint of unfair buying margin, the Zone manager shall decide what is a reasonable margin: and in the advent of this decision not being satisfactory to both buyer and seller, then appeal may be made by either party to the Wheat Director, whose decision shall be final."

C. E. Broccard, manager of the St. Louis Grain Clearing Company, has issued the following letter to members of the St. Louis Merchants' Exchange: "In order to correct an evident misunderstanding, we wish to state that Mr. Julius Barnes, president of the Grain Corporation, requested that trading in futures on the Exchanges be limited to 200,000 bushels for any one customer. In compliance with his request the Board of Directors of the Exchange ordered the Clearing Company to see that the order of Mr. Barnes was carried out. The Directors of the Clearing Company requested the President of the

Exchange to appoint a special committee of three persons not directly interested in dealing in futures and he appointed Charles L. Niemeyer, W. G. Edwards, and Fred Chamberlain, who have the matter in charge. The Board of Directors of the Clearing Company have no access whatever to reports made to this office by the members."

## BUFFALO

ELMER M. HILL - CORRESPONDENT

THE old Richmond Elevator, one of the landmarks in the waterfront district, is being razed. Located on the island off the foot of Main Street, the wooden structure played a big part in the early history of the city. The structure was built in 1865 by Dean and J. M. Richmond, but has not been used for years and has been slowly crumbling away. A peculiar feature of the building is that it is a cube 125 feet long, wide and high. It has a drier of 15,000 bushels capacity a day and for many years was considered the largest in the country. The elevator itself had a capacity for 300,000 bushels.

Ownership of the structure has been in many hands but three years ago the property was bought by the American Linseed Company which purchased it from the city after the municipal authorities had bought the island so as to improve the inner harbor. Frank S. Elder, manager for the American Linseed Company, says plans are

being made for developing the property but the plans have not yet been revealed. Some improvements in the channel must first be made by the city.

George A. Bryce and Ray Bryce of Mount Morris have purchased the grain and feed warehouse of Francis G. Ferrin, known as the Mount Morris Elevator. A new three-story feed mill will be erected adjoining the elevator property and new machinery and equipment will be installed. The improvements will cost approximately \$50,000.

The Galbraith Milling & Elevator Company, of Mount Morris is enlarging its quarters. For some time past the company has been having difficulty in handling its rapidly growing business, especially having trouble in storing grain offered by farmers in western New York. A new tile grain storage building is being constructed. It will be 65 feet high and will have a capacity for 20,000 bushels. It is expected to be ready by the middle of August.

Golf enthusiasts among the men in the grain and elevator trade in Buffalo are showing a great deal of interest in the series of golf matches between U. L. Hedrick, manager of the Checkerboard Elevator and E. J. Nordstrom, manager of the Marine Elevator. Mr. Nordstrom is a newcomer to Buffalo, but shortly after his arrival here he joined the Buffalo Golf Club. He has to his credit some exceptionally low scores over the



18-hole golf course but for some reason or other he is charged with evading matches with members of his chosen profession. Mr. Hedrick has quite a reputation as a champion on the 18-hole course so at the request of friends the pair have agreed to play a series of matches. William A. Rathmann, secretary of the club, will act as referee. There has been considerable money wagered on both sides. There will be no delay in the game because the 19th hole is now dry.

Several score employees of the Buffalo Corn Exchange had a real old-time outing on the last Sunday in June—two days before wartime prohibition went into effect. It was a jolly crowd who made the trip to Angola, a resort 18 miles from Buffalo, in trucks furnished by the Curtiss Grain Corporation. But their gladness turned to sadness before the day was over when mention was made of the approaching dry era and in order to make worse things worse, there was a funeral and old John Barleycorn was laid to rest. Despite the fact he had been kicked from pillar to post earlier in the day he was given a decent burial. The pallbearers were marshaled by E. L. Ewell and included Tom Lamson, Bill Ridley, H. Morin, T. Morrissey, Al. Stratton, and Norman Krug. There were plenty of mourners to fill out the procession. There was a ball game in the afternoon between picked men from the grain inspectors, headed by Terry Morrissey, and the office force, marshaled by P. D. Connors.

## TOLEDO

H. F. WENDT

CORRESPONDENT

**M**EMBERS of the Toledo Produce Exchange recently expressed a desire to subscribe \$1,000 each to a fund to purchase army surplus meats and other food supplies for sale at popular prices on the Toledo public curb market at retail, and to the County Children's Home and other public institutions in quantity.

"Put me down for \$1,000," Kenton D. Keilholtz, of Southworth & Co., said soon after the plan was suggested.

Subscriptions for like amounts were volunteered quickly also by Fred Mayer, president of the Toledo Produce Exchange, representing J. F. Zahn & Co., Fred King, of C. A. King & Co., and Henry D. Raddatz, of H. D. Raddatz & Co. Others signified their intention of following suit.

Mayor Schreiber had previously volunteered to head the subscription list himself, with an amount even larger than \$1,000 if necessary.

The War Department had rejected all bids of the packers, who offered only 25 to 50 per cent of the prices at which they had sold the canned meats to the Government.

It later became known, however, that cities could order meats and need not pay for them until they are disposed of.

The willingness of the traders to assist in such a worthy cause of relieving the Government of surplus supplies and of giving the public the advantage of the low prices, was greatly appreciated by everyone concerned.

Charles Pitzzen has been reappointed inspector and weigher of seeds in the Toledo market.

Kenton Keilholtz, trader on the floor of the Toledo Produce Exchange, was apparently ill at ease.

The market was not running in accordance with his expectations.

His fellow-traders seemed quite satisfied.

Kent paced and thought—first of the bears and then of the bulls.

Everything seemed bearish.

He was suddenly lifted off his feet.

And then he was bumped on the back of his neatly pressed trousers—bumped 34 times—and then he made his descent.

It was not the bulls that were after him, but his brother traders.

Over his head was held a large sign reading, "I, Kent Keilholtz, today am 34 years old."

And one of them was holding the young plank that had so nobly served its purpose in reminding Kent of the event.

The clover seed market during the last week has been very strong, making new high records. Orders to buy October and sell December have been numerous. Light offerings have sent prices up sharply. Some recent Ohio reports are to the effect that the weather is too hot and dry. Some selling followed these reports. About the middle of the week some rains occurred where most needed. Crop reports, as a whole, however, are mixed. There is some talk of the acreage being short. The extremely light stocks make the market very sensitive. Weather conditions are watched very closely by the trade. July receipts: None. Shipments: 31 bags.

A decline in October and December alsike early last week was followed by a sharp advance. The strength

is attributed to the advance in red clover. Indications are for a fair yield. Trade for the week just past has been only nominal. July receipts: None; shipments: 25 bags.

Offerings of timothy have been liberal. There has been quite a big trade in December. Crop news is mixed. The acreage is considered shorter than last year. Stocks are very large. The cash article shows much activity. Prices will undoubtedly work higher if much is exported. Occasional weakness of the market has discouraged the bulls. July receipts: None; shipments: 4,509 bags.

The Toledo exchange proved to have many members who were ardent fans of the boxing game when the Dempsey-Willard match was staged in Toledo on July 4. Several days before the staging of the big event no little amount of "jack" was set up on favorites. The fight seemed more important than the market for a time. And—after the Fourth, well, several came in for a panning for picking the loser and others were enough ahead to take a vacation.

The following inspection charges on all grain received at Toledo became effective July 1: Wheat, per carload, \$1.75; corn, \$1.50; oats, \$1.50; rye, \$1.75; barley, \$1.50. (Former charge was \$1.25 on all grain in.) Bulkhead cars, \$3 against \$2 formerly. Out inspection is 75 cents against 65 cents before. Other market charges unchanged.

The prevailing high prices of feed are due to extremely high prices of pork. The farmers are hanging onto their corn and devoting all their time to the raising of porkers. The shortage of corn keeps all other feed prices inflated, say Toledo dealers.

Old corn is very scarce and what little there is of it is not making its way to the markets. The flour mills are working only half time and the production of feed from these mills is far from enough to satisfy the demand. Only 30 per cent of the mills are running, and, until the new wheat crop comes and the mills have a chance to run to their full capacity there will be no signs of a decline in feed prices.

## CINCINNATI

CLYDE LEVI

CORRESPONDENT

**W**HILE trading in hay was of a small volume on most of the days in the past month, the market gained a steadier position in the first few days of July under the reduced offerings. Timothy prices were well maintained and a shade firmer values were realized for mixed of good quality. Clover also is ruling steady, but low grades continue to drag. The yards, however, remain practically cleared of offerings and the market again is inviting of larger movement than recently indicated by invoices to the trade.

Trading was entirely suspended from July 3 to July 7, but there was no unusual heavy accumulation. In the last week of June the heavy movement, largely of terminal hay, was unabated, resulting in further declines for all medium and common quality. Timothy of the top grades held a fairly steady tone, but light mixed was weak and lower, with heavy mixtures and clover unsalable unless heavily discounted. Trading was slow and a liberal percentage of the offerings remained unsold from day to day. Interference to plugging by rains and holiday conditions also added to the accumulation and weakened the market.

A complete report on the conference of the grain trade held in New York under the call of Julius H. Barnes, United States Wheat Director, has been made to E. B. Terrill, president of the Cincinnati Grain and Hay Exchange, by the committee representing the Exchange, consisting of E. A. Fitzgerald, H. Lee Early and D. J. Smith.

The first car of the new crop of wheat was received in Cincinnati July 7, and sold on the floor of the Grain and Hay Exchange for \$2.26 per bushel. This is one cent above the minimum price set for Cincinnati by the Government. Charles S. Custer, of the Cleveland Grain Company, to whom the wheat was consigned, said that the advance over the Government price was due to the interest and demand for the initial receipt which always sells at an increased figure. The grain was purchased by A. C. Gale and weighed 59½ pounds per bushel. It graded number two and contained a moisture of 10.6 per cent. The sale was responsible for a drop of 9 cents per bushel in the price of old wheat. A car of the latter, grading No. 1 winter, sold for \$2.32 per bushel. The demand was active and offerings of both old and new were readily absorbed at slight premiums above the basic figure. Early arrivals of choice heavy grain grading No. 1 probably will sell above the Government basis for a few days. The trade, however, expects to see a general decline when the heavy movement becomes general, as soon as the threshing is reported as progressing rapidly in the territory tributary to the Cincinnati market. The demand for old of good

milling quality probably will command a premium for some time. George P. Munson, chief grain inspector of the Exchange, who has been corresponding with a number of farmers and shippers, says that the quality of the wheat grown in this locality will not come up to expectations, owing to the damage done by storms. The car of new wheat was grown in central Indiana.

Corn futures jumped with the rise in the prices of hogs. Advances of 1 to 2 cents also were noted on cash corn transactions. Locally white grades showed another advance with offerings scarce and the demand urgent. The high price of \$2.05 for No. 2 white was reached on July 10 with the market firm. White ear also soared to the same figure with yellow ear at \$1.96 and \$1.98. Mixed ear advanced to \$1.93 and \$1.98.

Oats are higher, the market on rye is firm and all other grains are steady.

The Cincinnati Grain and Hay Exchange has leased two additional buildings near the railroad freight yards in the east and west ends of the city. The business transactions of the Grain and Hay Exchange since its withdrawal from the Chamber of Commerce have expanded to an enormous extent, officers say. The present facilities of the inspection department of the Exchange are inadequate and overtaxed. Realizing this fact and with the movement of the new crops about to start, the Exchange immediately got busy and leased the additional space. In the newly acquired buildings there will be facilities ample enough for the rapid inspection and testing of the enormous quantities of wheat expected to arrive when the new crops begin moving. The hay plugging track of the Exchange is regarded as one of the best innovations. Cincinnati, under its regulations and management, has become the leading hay market of the United States and is so acknowledged in the reports of the National Hay Association.

Among visitors to the Exchange during June, were D. C. Brudgeman, Jackson, Mich., who was introduced by H. M. Brouse; Oscar Gibson, Baltimore, Md., who also was introduced by Mr. Brouse.

Joseph F. Costello, who visited Washington, D. C., New York and Atlantic City, accompanied by his niece, Miss Mary Kallagher, also of this city, is attending the regular sessions of the Exchange, having had a most pleasurable vacation.

Strenuous efforts put forward by the United States Railroad Administration in the past two months to better the equipment of the railroads, in order to take care of the movement of the vast grain crop in this country, has borne fruit, according to R. H. Dyer, Federal inspector of equipment, who was in Cincinnati recently on his last trip of inspection. Mr. Dyer said his division of the Railroad Administration had been lately directing particular attention to the condition of grain cars. A pooling arrangement permits cars being sent to the shops of any railroad where there is most likelihood of repairs being done quickly; formerly it being the case that a small amount of work would be conducted in the shops of certain railroads while other roads would have their shops jammed.

The Cincinnati District Freight Traffic Committee conducted a hearing July 7 on the following applications: Requests of the Baltimore and Ohio Western Lines, requests malting in transit arrangements at Newport, Ky., on barley from the Northwest to Eastern seaboard cities. At present no arrangement of this character is in effect. The Southern Traffic Committee requests amendment to publications carrying commodity rates, or authorizing transit arrangements, on solidified cottonseed oil.

The Cincinnati Freight Traffic Committee has been requested by the C. & O. Railroad to establish milling-in-transit arrangements on grain, carloads, originating at points on and south of C. B. & Q. Railroad, Burlington to Peoria, Ill., via Galesburg, Ill.; Peoria, Ill., to Cincinnati via C. C. C. and St. L. Railroad. Cincinnati, Indianapolis and Western Railroad and Baltimore and Ohio Railroad, Toledo Division, reaching the C. & O. from connecting lines under established through rates and routes via Cincinnati and Louisville, that may be stopped at Huntington, W. Va., for milling-in-transit when the milled product is to be destined to New York, Philadelphia or Baltimore.

Owners of cattle are being urged by local grain and hay men to store every bit of forage they can, no matter how rough it is, so as to aid in decreasing the loss of from 1,500,000 to 2,000,000 head of cattle each year that die from starvation. Attention was called to the fact that although this year's crop of hay promises to be a bumper one, export trade has increased enormously.

The Exchange Hall of the Grain and Hay Exchange was deserted Thursday, June 26, and the general activity and bustle of the members was missed by other occupants of the Gwynne Building. The switchboard girls looked askance at one another. There was hardly a whisper. The gang had flown. The occasion was the June outing of the grain contingent at White Villa. Of course the whole gang from the Exchange had flown.

It took a long line of automobiles to accommodate the crowds that left the hay plugging track at 9 o'clock in



the morning, a short session only having been held at the track. Almost to a man those making the trip had mysterious packages. They were said to be bathing suits, but some jealous persons spread the news that they were too heavy for such articles. At any rate you know what Kentucky is famous for—or rather what has made her famous—fast horses, good whisky and pretty women. There were no pretty women present and no fast horses. So guess the rest.

The trip from the Ohio desert to the easels in Kentucky was without incident, except for the joy that reigned throughout the trip, the one topic being the outing and the shortest and quickest way to reach the spot—of course stops were made at "watering places" along the route. The affair was one of the most creditable and enjoyable in every way and lasted until long in the night, and there was many a sore arm and lame back when the brokers showed up the next day for the usual business affairs, but that was nothing in comparison with the pleasures derived in obtaining those sore muscles.

Hardly had the outing been recorded in the history of the doings of the Exchange, when along comes the Fourth of July. No sessions of the Exchange were held on the Fourth or the fifth, with the result that all concerned found themselves in fine shape for the resumption of business on the following Monday.

William M. Davis, 80, who has been connected with the Fleischmann Company for more than 50 years, and who was well known to grain men of the country, died at his home June 20. Mr. Davis was connected with the company from the time the Riverside plant was started until it was dismantled a few years ago. In 1870 he went to Higginsport, Ohio, dismantled a distillery bought by the late Charles Fleischmann and brought the contents of the Higginsport distillery plant down on a flat-boat to Riverside. This marked the beginning of the great Fleischmann plant at Riverside.

George W. Root, grain merchant, is on a tour of the East and West and will wind up the summer season at Glacier Park.

Reports coming from Norwalk, Ohio, say Huron County farmers are facing the largest labor crisis since the Civil War, with a record-breaking wheat crop to be harvested. The growers are unable to obtain 25 per cent of the required number of farm workers, although as high as \$5 a day is being offered.

Considerable wheat is beginning to move through the Cincinnati terminal, the bulk of it going to seaboard for export to Europe.

Fifteen counts of the indictment against the Fenger Grain Company charging it with having obtained illegal rebates on grain shipments, have been nolleed by United States District Judge Hollister, upon recommendation of Assistant U. S. District Attorney James R. Clark. The action was agreed upon several months ago, when the company pleaded guilty to five counts of the indictment and was fined \$1,000 and costs on each count.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**B**USINESS during the past month has been rather quiet with the elevator and grain concerns of Louisville, there not having been any heavy movement of corn, oats or other grains. However, oats have been moving somewhat better during the past few days due to the high price of corn, and wheat is beginning to move in rapidly. So far the movement of rail wheat has not been so very heavy, as most of the wheat coming on the market has been wagon or truck wheat. Some wheat is moving by river, and barge loads are expected to start coming from small river towns within the next few days.

Louisville mills got started again on Monday, July 7, after being down for about two weeks, and it is reported that the country mills are rapidly getting back in the game. Early movement of wheat was held back by rain, which not only held threshing in check, but which blocked cutting to a considerable extent. Much wheat in the field was overripe when it was cut, but losses were not heavy. There have been some reports of sprouting wheat, but as a whole the crop is now being handled with dispatch under excellent weather conditions. Millers report that wheat is light, and coming in at about 58 pounds, and rather moist. Later wheat is in better shape. Most of the wheat to date has graded No. 3.

The demand for corn during the past few weeks has been almost entirely for white corn for milling purposes, the high price of hogs not having stimulated the demand for corn for feeding purposes. Oats are in fair demand, with offerings good, and receipts fair. Hay is in better movement, farmers having more time to bale and haul. Manufactured feeds are off in demand, but strong in price. Mill feeds are in good demand.

Latest quotations on millfeeds show bran at \$48; mixed feed, \$50; middlings, \$54; and hominy feed meal, \$74. Hominy meal is very strong, due to the high corn market. Corn mills are busy at the present time and running full. New straw is beginning to move on the market.

The Kentucky Public Elevator Company reports that it is beginning to handle a good deal of wheat, which comes at a very good time, as corn and oats movements have been light. The company figures that wheat will be on longer storage this season, and will make business considerably better for the elevator.

Much complaint is being made concerning the bad condition of railroad cars, and prospects for a severe shortage of rolling stock in the fall when freight movements become heavy. Under orders of the U. S. Railroad Administration the railroads have been curtailing expenses through reduction of shop forces. The Louisville & Nashville Railroad has let out several hundred employes in Louisville, these men being out during June, and announcement being made that they will be out through July. The result has been that cars can't be repaired fast enough, and rolling stock is in bad shape, and promises to go into the fall that way. The Harlan County Coal Operators' Association through the National Coal Association has launched a strong complaint. It is reported that the Chesapeake & Ohio Railroad recently refused to handle about 1,500 foreign cars which were in such bad shape that they were not wanted on the C. & O. lines. The lumber and grain people have also been kicking on this subject.

S. Thruston Ballard, president of the Ballard & Ballard Company, Louisville, operators of a large flour mill and elevator, has recently purchased the entire holdings of the estate of the late Charles T. Ballard, his brother, and has announced a plan under which some of the leading men in the organization will be



TWO SCORE OR MORE OF MILWAUKEE'S FINEST

allowed to purchase stock, in what has heretofore been a tightly closed corporation. G. Breaux Ballard has recently withdrawn. S. T. Ballard will be president as heretofore, while G. A. Breaux and Dr. David Morton are vice-presidents; F. E. Hayes, treasurer; and V. S. Kimbel, secretary.

The first woman member of the Louisville Stock Exchange was recently elected to membership, when Mrs. A. B. Latta, head of the firm of Wakefield & Co., brokers, was admitted. Mrs. Latta has had about 15 years' experience on the market, having started her career with John L. Dunlap & Co., and advanced steadily until she is one of the real authorities on stock operations.

The New Albany Chamber of Commerce recently named committees and officers. The Grain Committee for the year is composed of James W. Armstrong, John H. Shine, John S. McDonald and Ernest Zabel, all prominent in the trade. E. A. Hartman, grain and flour man, was named chairman of the Membership Committee.

An interesting report comes from Washington Township, in southern Indiana, where John C. Robinson reports that he recently found an old package of seed corn that was 44 years of age. Thirty hills were planted, and all but four came up, showing that age has very little to do with the germination of good corn; that is if there has not been a mistake made somewhere.

A. C. Shuff & Co., Louisville grain dealers, and the Louisville Board of Trade have filed a request with the Louisville District Freight Traffic Committee for the

milling in transit privilege on grain from Louisville to New Orleans and Mobile, as well as export, where milled in Lexington, Ky.

At Glendale, Ky., the Glendale Mill & Elevator Company, capital \$15,000, has been incorporated by Al Cox, D. B. Lewis and Marion Hoover.

Oscar Fenley, president of the Kentucky Public Elevator Company, has been named by Mayor Smith as a member of the Louisville Sewer Commission, which plans to spend \$2,000,000 on city sewer improvements if a bond issue goes through.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

**W**ITH the manufacture of beer at an end in Milwaukee, grain men declare that barley will continue to be one of the great crops of the state of Wisconsin. The present figures indicate that the state will have a barley crop of nearly 20,000,000 bushels, which is below the large crop of last year, but is equal to the average yields from 1912 to 1917.

Barley is also expected to figure prominently in the markets for some time to come, as indications point to a larger use than ever before in feeding. Barley is still moving extensively in the Milwaukee grain trade, indicating that there will be a large market in the cities despite the cessation of the brewing industry.

Milwaukee brewers have not yet given up the ghost entirely. Some of them expect to start up again in

the interval between demobilization of troops and the date when the new federal dry amendment becomes effective, on January 16, 1920. This will provide a further outlet for barley in the fall months of 1919. Grain men of Milwaukee point out, however, that the barley crop was planted largely before the farmers knew just what was coming in the way of prohibition, so that the next crop may see a big cut in the barley acreage of the state.

Milwaukee grain men are branching out in their endeavors to let the world know the advantages of doing their grain business in this city. A party of over 30 leading grain men went to Minneapolis during the Tri-State convention of grain men from Minnesota, North and South Dakota. The Milwaukee grain men met the shippers of the Northwest with whom they had been doing business for many years and told them why they should ship grain to Milwaukee. Expensive souvenirs were handed out to the trade. Many novel forms of advertising were put over and the Milwaukee crowd generally in the Twin Cities demonstrated that this city is one of the most active and energetic grain markets in the country. Secretary Harry A. Plumb was one of the husy members of the party, co-operating with the Milwaukee Boosters' Club in every way to make the trip a success. The Milwaukee grain men spent three to four days in making this junket.

The Chamber of Commerce at Milwaukee closed from Thursday to Monday during the Fourth of July holiday season. A large run of grain followed the vacation days.

The most reliable crop reports from Wisconsin indicate a record crop of corn this fall. The College of Agriculture reports that late in June the corn fields



looked more promising than ever before. The seed used this year has shown a particularly high percentage of germinating power. The experiment station is also developing a frost-proof variety of corn which matures early enough in the season so that the crop will not be caught by freezing weather. The new varieties are expected to add greatly to Wisconsin's prestige as a corn state.

Milwaukee flour stocks on July 1 were of fair size with more than 23,000 barrels compared with 10,000 barrels a month previous. A year ago, the flour supply was nearly 47,000 barrels. Two years ago, on July 1 the flour supply was 13,000 barrels and three years ago on the same date, 35,000 barrels.

Oats, barley and rye are stored in fairly large amounts in Milwaukee as shown by the figures for July 5 indicating storage of 180,000 bushels of wheat, 192,000 bushels of corn, 1,259,000 bushels of oats, 1,280,000 bushels of barley, and 533,000 bushels of rye, approximately.

The July interest rate of the Chamber of Commerce has been fixed at 7 per cent, which rate has prevailed for some time past.

The latest Wisconsin crop report shows that there has been dry weather in the eastern part of the state for several weeks. This has been slightly relieved by showers in the last day or two. The rain has not been sufficient by any means, but it has proved of great value. Wisconsin has about half finished its hay harvest with good results and good yields for the most part. Only in the northern counties has rain interfered materially with the harvesting. The corn prospects are especially good, the crop being several days ahead of its usual condition of this time of the year. Some of the corn in advanced fields is already tasseling.

Milwaukee grain men expect to profit greatly by the plans to bring several new railroads to the city. At the present time Milwaukee has only the Chicago, Milwaukee & St. Paul and the Chicago & Northwestern lines. The new plan calls for a belt road around Milwaukee to cost in the neighborhood of \$5,000,000. The city council and the business men of Milwaukee are planning this road. The city will appropriate money to survey the belt line and place it where it can accommodate traffic to the best advantage. When the line is built, it is believed that a number of the larger railroad systems will build up to the city and tap the belt line, which will assure entrance to the city and fine terminal facilities. Among the railroads which are likely to be linked up with Milwaukee when the belt line is built are the Illinois Central, Chicago, Milwaukee and Gary railroad and the Soo lines.

Several new railroads would prove of incalculable advantage to Milwaukee's grain business, as they would mean much heavier shipments here, it is believed. Grain men are generally in favor of this move to revolutionize the city's transportation facilities. There has been discussion of such a move for decades but this is the first time that the conditions appear to be fully ripe for action. The survey of the new belt line is expected to be started in less than 30 days. The interests behind the plan now apparently mean business.

Flax raising may become one of the great industries of Wisconsin judging from experiments now being made in northeastern Wisconsin by the Department of Agriculture. Several trial acres of flax are being raised in Brown County. The plan is to use the great water powers of the Fox River Valley for linen manufacture in case the production of raw materials is found satisfactory.

It will probably be news to many grain dealers and shippers that Milwaukee is one of the largest, in fact, the second largest oats market of the country at the present time. Most of the big primary markets have not been handling as much oats as formerly, but the Milwaukee market shows a decided gain. Taking figures up to the latter part of June for all primary markets, the record at that date showed that the movement for this crop season had increased to 33,400,000 bushels, compared with 25,600,000 bushels a year ago.

Chicago primary receipts top the list, although there is a decline from last year. Next in importance comes Milwaukee, and Minneapolis ranks third with a little less than 33,000,000 bushels. This indicates that Milwaukee nosed Minneapolis out of second place by a few hundred thousand bushels. The next in line in oats trade was St. Louis, with receipts in excess of 26,000,000 bushels. Omaha was fifth with about 20,000,000 bushels. Of all these markets Milwaukee is the only one to show a gain in oats.

Wisconsin has not been a great wheat state for many years, but the prospects are for a crop of more than 11,000,000 bushels this year, which is far above the yields of a year ago and compares with a five-year average crop of about 5,000,000 bushels.

The Milwaukee Chamber of Commerce has gone on record asking Congress to define non-intoxicating beer as that which contains 2 1/2 to 3 per cent of alcohol. Several hundred members of the Chamber signed a petition

asking Congress to take action along this line. The Chamber of Commerce men also ask that the war prohibition law be repealed until such time as the Eighteenth Amendment to the United States Constitution goes into effect.

Frank O'Hearn, H. J. Albers and Judd Aldis are among the new members of the Chamber of Commerce.

The State of Wisconsin is expecting a large crop of clover seed with an acreage 55 per cent larger than last year. Very little of the clover was winter killed. The condition of the crop for the state is very high, being placed at 96 per cent. Clover seed promises to be one of the most profitable crops of the state in view of the good yield expected and the present high prices being paid for seed.

## KANSAS CITY B. S. BROWN - CORRESPONDENT

RECEIPTS of wheat at Kansas City in the crop year ending June 30 were over 54,000,000 bushels, over twice as much as in the preceding year, when the total was 22,250,000 bushels, though 14,750,000 bushels less than in 1916-17. The larger part of the wheat came to market immediately after harvest,—over 30,000,000 bushels in July and August. Corn receipts were moderate, a little less than 20,000,000 bushels, compared with 28,323,750 bushels the year before and about 14,000,000 bushels in 1916-17. Oats receipts were 16,606,000 bushels, compared with 18,484,100 bushels the year before. Total grain receipts in the 12 months just ended were 95,200,700 bushels, an increase of 24,500,000 bushels over last year and about the same as two years ago. Wheat receipts are expected to surpass all previous records in the year just started. Basing their estimates on the enormous supply in the states that ordinarily ship an important part of their surplus to Kansas City, dealers expect wheat receipts to reach at least 125,000,000 bushels, no matter what regulations the Government may make regarding the movement to terminal markets. The present record, 77,750,000 bushels, was made in 1914-15 when Kansas raised 175,000,000 bushels.

A sample of Argentine corn of good quality was recently exhibited at the Kansas City Board of Trade. It is rumored that a local firm has been active in handling South American grain in the Southern States, but details are not available. The larger firms reported that they have been approached dozens of times by Eastern handlers with propositions to place Argentine in this territory, but none have felt that a profitable market existed here.

Competition at Kansas City this year to get in the first car of new wheat was a little more active than usual. The first shipment of red arrived June 30 from Ft. Gibson, Okla., consigned to the Fuller Commission Company. It sold at auction for \$2.21, six cents over the guaranteed price and 10 to 11 cents under the nominal quotation for the corresponding grade of old wheat. The first car of hard wheat to reach the floor was received July 3 by the Thresher-Fuller Grain Company. It came from Nash, Okla., graded No. 2 hard and sold at auction for \$2.31, or 16 cents over the Government price and 12 to 14 cents under old wheat. New No. 2 red wheat later sold at \$2.22, No. 3 red at \$2.20 and No. 3 hard at \$2.28.

James N. Russell, president of the Russell Grain Company, has been appointed a director of the Kansas City Board of Trade, succeeding Frank P. Logan, who recently went to Chicago to take charge of the grain department of King, Farnum & Co. Mr. Logan has been elected a member of the Chicago Board of Trade.

The reorganization of the Aylsworth Grain Company, to be known as the Federal Grain Company, was announced recently. Harry J. Smith, Government wheat buyer last season and assistant to D. F. Piazzek, zone agent of the Food Administration at Kansas City, will be active manager, Archie R. Aylsworth will be secretary in charge of the wheat sales, and Kenneth G. Irons, formerly with the Vanderslice-Lynds Company and more recently with the Army of Occupation, will handle the consignment department. The company operates the Murray Elevator, which has a capacity of 1,500,000 bushels. This is the second reorganization announced within a year. The firm originally was the Aylsworth-Neal-Tomlin Grain Company.

A recent report by the Kansas State Board of Agriculture placed the wheat yield at 229,000,000 bushels, an increase of 38,000,000 bushels over the last Government figures and about 54,000,000 bushels more than the record harvest of 1914. The state's own estimate of the wheat crop was more in conformity with the views of Kansas and Kansas City grain dealers than was the Government forecast. The weather

since harvest has been fairly favorable and it is still thought that the outturn will be near the maximum estimates. There are a few reports of a disappointing yield in fields where the growth of the plant was rank, but the area affected is small. Samples of early threshed grain from Kansas indicate that the quality will be only fair. The corn area, according to the state report, is only about half as large as last season and is the smallest since 1881, 4,358,000 acres. The condition of the crop was placed by the authorities at 75.4.

Frank G. Crowell, first vice-president of the United States Food Administration Grain Corporation from the time of its organization until June 30, returned to Kansas City the first part of June and will soon resume his former position of vice-president of the Hall-Baker Grain Company.

Shipping demand for oats at Kansas City has diminished appreciably the past two weeks, due to the movement of the new crop in the Southern States. Prices have been firm most of the time, in sympathy with corn and other coarse grains.

The chief point of interest for Kansas City grain dealers at the general conference of the Food Administration and the grain trade in New York last month was the proposed advance of 4 or 5 cents in basic wheat price at gulf ports. The change was opposed vigorously by nearly all interests in this territory on the ground that it would disturb the existing balance of markets and probably would divert wheat south that ordinarily came north on its initial movement from the farms. The Government hoped that by advancing Galveston and New Orleans prices that a more direct movement of export wheat would be effected and that much of the difficulty of maintaining the guaranteed prices at Rocky Mountain points would be eliminated. An advance of 2 cents was finally agreed upon. This may divert some Oklahoma wheat away from the Kansas City market, but probably will not affect Kansas shipments. At the same time that the Gulf prices were raised, millers secured an advance in flour rates to the same points, which, it is hoped, will completely offset the advance in wheat prices and leave the situation about as it was originally.

Sentiment in regard to wheat prices at Kansas City has changed slightly in the past few weeks. When the first estimate of a billion-and-a-quarter-bushel crop was made, it was at once supposed that prices would drop abruptly to the minimum level and that the Government would have difficulty in maintaining its guarantee. Quality of the new wheat, however, is not up to expectations and there is a good deal of talk of a poor yield in Oklahoma and parts of Kansas, which, with confidence in a large export movement during the entire crop year, have caused many dealers to believe that wheat prices will be easily maintained at the minimum level. Some even think premiums will be obtained all the year.

Absence of supplies in elevators, a persistent demand for carlot offerings despite advancing prices and the growing belief that the Southwest is to have another short corn crop this year, making it necessary to supply shipping demand here from the Eastern States again, were the main influences in the speculative corn market at Kansas City last month. Few if any dealers expect lower prices to prevail while the remnant of the 1918 crop is the sole source of supply. Hog prices received a good deal of attention and the market showed a strong tendency to respond to pork, reaching its high levels the first week in July at the same time that hogs were doing the same. Choice corn sold at \$1.90 July 3, the highest price on the crop and the highest price ever reached at this season of the year.

The Hodgson-Davis Grain Company has bought the Kansas City Board of Trade membership of R. E. Kidder, former miller, for \$13,000, or \$1,500 less than the last one sold for. The membership is in the name of Edgar H. Sullivan, who will represent the firm in the carlot market. The following transfers by certificate were approved: Charles H. Kenser from Harry G. Randall, both with the Midland Milling Company; Peter E. Bowers of the Vanderslice-Lynds Company from George A. Aylsworth of the Aunt Jemima Mills Company; Frank W. McCoy from I. H. Blood, both with the Beyers Grain Company.

George Carkener of Goffe & Carkener recently received a report from J. R. Baker of Hutchinson, Kan., that in many parts of southwestern Kansas grasshoppers had destroyed 30 to 40 per cent of the farm crops.

Following reports from farmers in the vicinity of Concordia, Kan., that local grain dealers had agreed to pay 20 cents less than the guaranteed price at Kansas City for new wheat, D. F. Piazzek, zone agent of the Grain Corporation, announced that eight cents a bushel gross handling margin is the extreme limit that will be allowed country elevators and mills in handling the new crop.



NEW WELLER DRYER AND COOLER  
BOOK

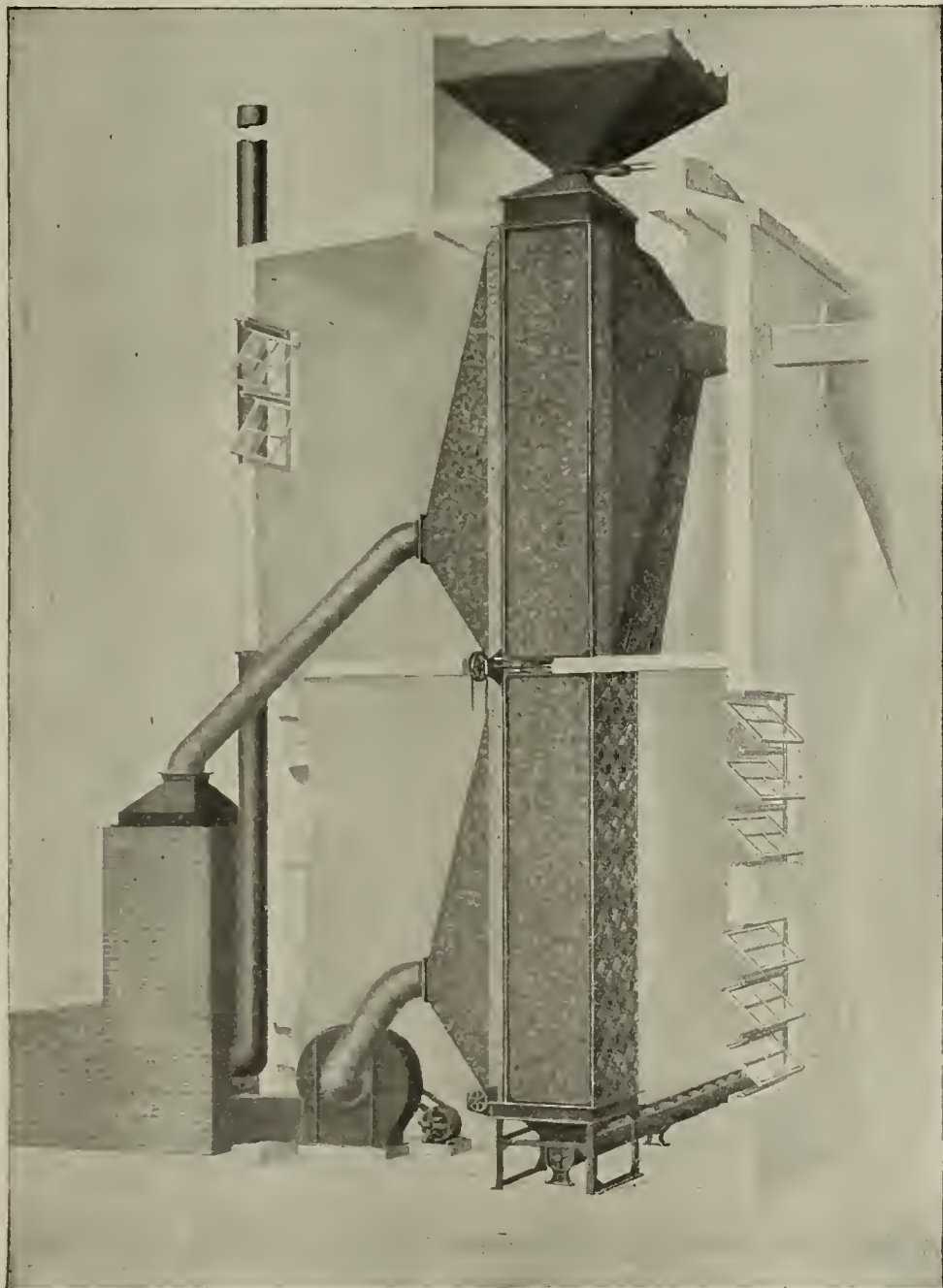
Bulletin Z-101, just issued, is the latest contribution of the Weller Manufacturing Company to the elevator and milling industries. It is a book illustrating the Rotary and Continuous Dryers and Coolers built by this big organization and now available for the grain industries. This book is much more than a mere catalog of illustrations and specifications. Each individual device is explained in detail, together with the reasons leading to its design and building. All of this is particularly interesting information.

For many years the Weller Manufacturing Company has been making dryers, coolers, cookers and roasters for widely varying purposes. Consequently the product as shown in this new book is the result of long experience of their own engineering department and the combined results and knowledge from tests and actual operations of some

ble for economy of operation and obviating the possibility of freeze-ups in cold weather. Operating on anthracite coal this dryer will dry from 150 to 175 bushels of grain under ordinary conditions with 100 pounds of coal. Using bituminous coal will naturally call for from 50 to 100 per cent more coal according to the heat units. Assuming the larger amounts of 200 pounds of bituminous coal at \$6 per ton means a cost for fuel of 40 cents to dry 150 bushels of grain, or two and one-fifth cents per bushel.

Where either a bituminous coal furnace or a steam heating coal is used, the air is drawn through the cooler, then passed through a fan and directly into the heating furnace. Where anthracite coal is used the fan is placed on the other side of the furnace and the air is drawn through the cooler, and by means of a "Y" connection fitted with proper regulating valves, hot air is also drawn directly from the fire.

The effect of the hot fumes directly from an anthracite fire is extremely beneficial to grain which



THE WELLER CONTINUOUS DRYER AND COOLER WITH BITUMINOUS OR ANTHRACITE COAL FURNACE

of the most noted engineers, designers and operators of elevators and mills of every size in almost every part of the country.

Among the many devices for drying, cooling, and conditioning grains, the Weller Continuous Dryer and Cooler as illustrated should be of particular interest. This machine is made under the original Cass patents, Lorin L. Cass of Weston, Ohio, having worked out the fundamental principles, later developed to its present state of perfection by the Weller Manufacturing Company. It is so designed and built that it is most flexible in its adaptability to the requirements of the grain trade in the small country house and mill or in the largest terminal houses and mills.

Wherever moisture is to be taken out of grain, the Weller Continuous Grain Dryer and Cooler will remove it for a great deal less money than is represented by the increased value of the grain. The standard Weller Continuous Grain Dryer and Cooler is operated on hot air obtained practically direct from a coal fire. However it may be arranged, if desired, to operate with steam coils for heating the air. For the hot air, specially designed furnaces, one for burning ordinary bituminous coal and the other for anthracite coal, are provided, dependent of course upon the cost and ease of the coal supply in any given locality.

This hot air type of dryer is particularly desirable

has started to sweat, the gases purifying and sweetening the grain in a manner entirely different from any other process. A thermostat control is provided to check the heat at 250°, and by means of suitable dampers regulates it so that this temperature is the maximum which can pass through the grain under ordinary conditions.

The capacity of the Weller Continuous Dryer and Cooler naturally depends upon the amount of moisture in the grain to be removed. In some cases the capacity may run as low as 50 bushels per hour per section of dryer. Again it will extract 3 per cent to 10 per cent moisture from 200 to 350 bushels per hour.

Every part of the Weller Grain Dryer is built of steel. All portions coming in contact with the grain are heavily galvanized to prevent corrosion. Every dryer is erected in the Weller Manufacturing Company plant, complete, before shipment, thus insuring the absolute maximum of ease in erection and minimum of difficulty.

A RECENT estimate of Argentine exportable surplus of cereals for 1919, in tons of 2,240 pounds, gives: Old wheat, 800,000; new wheat, 2,500,000; old corn, 3,000,000; new corn, 5,000,000; old and new linseed, 800,000; old and new oats, 500,000; other grains, 300,000 tons.

GRAIN DEALERS' REMUNERATION  
IN ENGLAND

The Royal Commission on Wheat Supplies of Great Britain has formulated the following scale for remuneration of grain merchants and brokers, effective March 1:

(1) The remuneration allowed to licensed distributing merchants or brokers on the sale of wheat and flour to controlled flour mills will be 8 cents per quarter of 480 pounds, and chargeable direct to the Royal Commission on Wheat Supplies through the Government selling agents.

(2) The remuneration allowed to brokers in respect of the sale of oats will be 6 cents per quarter of 320 pounds.

On and after March 1 the following will be the basis of remuneration allowed to licensed distributing merchants.

Sales of cereals and cereal products to controlled mills:

(1) Eight cents per quarter for purchase and sale on C.I.F. terms.

(2) Eight cents per quarter for purchase and sale of Royal Commission's spot terms basis 14 days' credit.

(3) Thirteen cents per quarter for sales on spot terms—basis one month's credit.

(4) Twenty-one cents per quarter for purchase on C.I.F. terms and sale "ex ship" or "delivered" terms, basis one month's credit.

Flour, cereal products, and other diluents to be taken as and calculated in terms of wheat.

The basis of remuneration is understood to be net profit per quarter 480, but including del credere, and the eight cents per quarter allowed to licensed distributing merchants by the Royal Commission.

Sales of cereals and cereal products for feeding purposes:

(5) Eleven cents per quarter for purchase and sale on C.I.F. terms irrespective of quantity.

The above remuneration is understood to apply only to small merchants, dealers and consumers and must be reduced by three cents per quarter in respect of sales to firms or individuals of substantial financial standing.

(6) Thirty cents per quarter for sales on spot terms, basis one month's credit on quantities up to 50 quarters.

(7) Twenty-four cents per quarter for sales on spot terms, basis one month's credit on quantities over 50 quarters, and up to 100 quarters.

(8) Twenty-one cents per quarter for sales on spot terms, basis one month's credit on quantities over 100 quarters and up to 250 quarters.

(9) Eighteen cents per quarter for sales on spot terms, basis one month's credit on any quantity over 250 quarters.

(10) Eighteen cents per quarter for purchase and sale on Royal Commission's spot terms, basis 14 days' credit, irrespective of quantity.

The above remuneration is understood to apply to small merchants, dealers or consumers, and must be reduced by 6 cents per quarter in respect of sales to firms or individuals of substantial financial standing.

The basis of remuneration is understood to be net profit per quarter of 480 pounds but including del credere.

The basis of remuneration in respect of the sale of oats is understood to be per quarter of 320 pounds.

## GRAIN AND FLOUR STOCKS

The United States Grain Corporation issued on July 8 its eighth weekly bulletin giving the complete figures covering the wheat and wheat flour movement throughout the United States for the week ending June 27. The figures given out were as follows:

Receipts from farms, week ending June 27, 2,579,000 bushels against 2,320,000 bushels previous week and 3,609,000 bushels a year ago.

Total stocks of wheat in country elevators, mills and terminal elevators as of June 27, 37,895,000 bushels against 14,269,000 bushels a year ago, showing a decrease between June 20 and June 27 of this year of 5,339,000 bushels against a decrease for the similar week a year ago of only 52,000 bushels.

Flour produced, week ending June 27, 1,525,000 barrels against 1,670,000 barrels previous week and 1,400,000 barrels a year ago, making a total production of flour from July 1 to June 27 of 121,130,000 barrels, as against 115,373,000 barrels to June 27 a year ago.

A SUIT was filed in the Superior Court by the Benton County Grain Company of Earl Park, Ind., of which John Flint and Geo. Hart are owners, against the firm from whom they purchased the elevator at Earl Park. They are attempting to collect \$6,600 excess profits tax which they were obliged to pay. When the firm sold the elevator to the Benton County concern it claimed the elevator to be unincumbered. After possession was given the plaintiffs found that an excess profits tax amounting to approximately \$6,600 had to be paid.





## EASTERN

An addition of 25,000 bushels' capacity is to be erected at Hagerstown, Md., for D. A. Stickall & Son.

Chas. Schaal & Sons of Philadelphia, Pa., have completed arrangements for the erection of an addition to its grain and feed storage house. The addition will cost \$10,000.

## ILLINOIS

A grain elevator is being built at Carmi, Ill., for H. H. Crozier.

A new farmers elevator is under course of erection at Farmington, Ill.

A co-operative elevator company is being organized at Irving, Ill.

Glabe & Glabe have sold their elevators at Bloomington, Ill., to the Koehler Bros.

J. J. Connerly of Taylorville, Ill., has purchased the Owaneco, Ill., elevator of W. H. Barrett.

Geo. H. Waller now owns the M. R. Allsup Elevator at Maroa, Ill. Consideration \$22,000.

A new office building 36x24 feet is to be erected at Dwight, Ill., for the Farmers Elevator Company.

The Eldred Elevator of the Advance Mill & Elevator Company has been purchased by Elmore & Lemon.

The grain elevator of W. C. Smith at Crossville, Ill., has been sold to the Crossville Grain Company for \$20,000.

The capital stock of the Funks Grove Grain Company of McLean, Ill., has been increased from \$25,000 to \$50,000.

The grain elevator of Arthur Pritchett at Niantic, Ill., has been sold to C. D. Lewis of Springfield. Mr. Frederick is to be manager.

A building is to be erected at Abingdon, Ill., for the Abingdon Milling & Cattle Feed Company which will be used as an elevator.

The grain business and elevator at Gibson City and Derby, Ill., of Geo. W. Walker has been sold to Everett E. Hamman of Decatur.

An addition is being built to the elevator of the Farmers Grain Company of Newman, Ill., increasing the capacity and making it up-to-date.

Mathis Bros. & Co. of Prophetstown, Ill., have purchased a "Trapp" Auto Truck Dump to be installed in their elevator at that point.

C. H. Wayne's license as grain dealer at Reynolds, Ill., has been revoked by the Food Administration. Mr. Wayne is said to have hoarded corn.

The Patoka Farmers Co-operative Elevator Company has been incorporated at Patoka, Ill., capitalized at \$20,000. Will build an elevator there.

The Meadows, Ill., grain business of R. L. Rathbun has been sold by him to the Meadows Grain & Coal Company. Mr. Rathbun has retired from business.

Two concrete storage tanks of 17,500 bushels' capacity are being erected at Decatur, Ill., for the Shellabarger Elevator Company. A brick or steel hay shed 130x40x14 is to be built.

Ernest Orendorf of Mattoon and Wilbur Goodspeed of Tuscola have purchased the grain elevators of Chambers & Foote of Tuscola, Ill. The firm name is now the Tuscola Grain Company.

The interest of A. C. Crays in the Windsor Grain Company of Windsor, Ill., has been sold to J. H. Wallace of Windsor. The latter now owns most of the stock. Company is capitalized at \$40,000.

Articles of incorporation have been filed at Tilden, Ill., for the Tilden Mill & Elevator Company, capitalized at \$15,000. The incorporators are A. R. Otteson, Merritt S. Byrd and Thos. F. Lindsay.

Incorporation papers were filed for the Shipman Elevator & Supply Company of Shipman, Macoupin County, Ill. Its stock amounts to \$2,000. W. W. Whitaker, L. B. Manning, Geo. F. Kahl and others were the organizers of the company.

Capitalized at \$20,000 the Farmers Elevator & Supply Company has been incorporated at Niota, Ill. The firm has bought the elevator belonging to L. M. Kaser and will use this until new elevator is built.

The Mechanicsburg Farmers Grain Company has filed articles of incorporation at Mechanicsburg, Ill. The company's new grain elevator will be ready for operation by the middle of July. William

Heiss, Fred Bell, Elvin Coe and F. A. Buckner are the incorporators of the company which is capitalized at \$10,000.

Samuel T. DeForest, Steve Garrigan and DeWitt DeForest have formed a company to be known as DeForest Bros. & Co., at Galva, Ill., and have purchased the Geo. W. Cole Elevator at Adair. They will make improvements on the plant including the installation of a new mill for grinding; new office and truck scale.

The Barnes Grain Company of Barnes, Ill., has been incorporated, capitalized at \$30,000. The company will buy grain, livestock and lumber and will build a modern grain elevator of from 40,000 to 60,000 bushels' capacity. The officers of the new company are: President, John Jacobs; vice-president, Daniel J. O'Neil; secretary and treasurer, Martin Kelly.

## IOWA

D. M. Kelliher is building a grain elevator at Gerled, Iowa.

Chas. Callahan has purchased the Lenox, Iowa, elevator of W. H. Whaler.

The Taintor, Iowa, elevator of Paul and J. E. Johnson has been purchased by H. B. McVeigh of New Sharon.

Extensive improvements are being made to the office building of the Farmers Elevator Company at Mondamin, Iowa.

The Gifford-Matthews Company of Cedar Rapids, has purchased the grain interests of William Behan at Masonville, Iowa.

An additional story is to be erected to the warehouse of the Farmers Co-operative Elevator Company of Cedar Falls, Iowa.

The elevator of the Trans-Mississippi Grain Company at Mondamin, Iowa, has been purchased by the Farmers Elevator Company.

Farmers Grain & Lumber Company has been incorporated at Herndon, Iowa, capitalized with stock of \$25,000. E. Rothfod is president.

The Pulley Grain Company which has been conducting a grain and feed business at Minerva, Iowa, has been dissolved as a partnership.

The contract has been let by the Martens-Ketels Milling Company of Sioux City, Iowa, for a 50,000-bushel elevator. Plans are being prepared.

Lewis Kendall has purchased the elevator of the Wilkin Grain Company at Bussey, Iowa. The Wilkin firm will erect another elevator, it is reported.

A reinforced concrete fireproof elevator is to be erected at Ladora, Iowa, for the Farmers Lumber & Grain Company. The building is to cost \$18,000.

The following have installed "Trapp" Auto Truck Dumps in their elevators: J. B. Adams of Omaha, Neb., in elevator at Galva, Iowa; D. E. Shorrett of Ida Grove, Iowa.

E. B. Rinehart and W. J. Line have purchased the grain business, coal and wood yards at Knoxville, Iowa, formerly owned by Seth Way. Purchase price was \$10,000.

Henry Muller, C. E. Burton, Wm. Bartels, et al have incorporated at Yorktown, Iowa, as the Farmers Union Association of Yorktown. Will conduct a grain elevator business.

Improvements are being made to the elevator of the Chicago Lumber & Grain Company at Clarence, Iowa. It was recently bought from the Western Elevator Company.

Wm. Simms is president and Geo. K. Wells secretary of the Des Moines Elevator & Grain Company recently incorporated at Des Moines, Iowa. Capital stock of the firm totals \$500,000.

The Farmers Co-operative Company recently organized at Fontanelle, Iowa, has purchased the elevator of the Dunlap Grain Company at Fontanelle. L. R. Goff is manager of the firm.

The Bratrud Elevator at Lake Mills, Iowa, has been purchased from Mr. Eckman by the Independent Grain & Elevator Company of Mason City. The new proprietors will improve the plant.

Krunze Grain Company of Wesley, Iowa, is building a new grain elevator at Anita, Iowa. The capacity will be 25,000 bushels. This replaces the plant which burned several months ago.

The Farmers Grain Company of Ontario, Iowa, has planned for the construction of a modern grain elevator replacing the plant which burned a few

weeks ago. The company has increased its capital stock to \$25,000.

The elevator of the Turner Bros. at Red Oak, Iowa, which burned, is being rebuilt.

W. M. Dougherty has purchased the elevator of P. H. Weigin at Biggsville, Iowa.

The Farmers Co-operative Elevator Company has been incorporated at Hancock, Iowa, by the following: J. W. King, Guy Coe and L. Brandis. The capital stock of the firm is \$50,000.

The elevators and business of S. T. Rhode & Co., and the Van Buskirk Bros. at Randolph, Iowa, have been sold to the recently organized co-operative company there. Consideration was \$10,000.

North Bros. & Co. and the Vail Mill & Elevator Company of Vail, Iowa, have consolidated. F. L. North has acquired a third interest in the business and is associated with A. J. and Wm. Adams.

The Farmers Mutual Elevator Company of Davenport, Iowa, has amended its charter. The capital stock is now \$50,000. Henry Stollenberg is president and Chas. Paustian, secretary of the firm.

A farmers co-operative company to operate grain elevators is to be organized at Atlantic, Iowa, capitalized at \$25,000. Chas. E. Malone is president of the temporary organization; and A. Ballentine, secretary.

E. L. Billings' interest in the Bowles-Billings-Kessler Grain Company at Algona, Iowa, has been purchased by E. A. Bowles and B. F. Kessler. Will conduct the business hereafter as Bowles-Kessler Grain Company.

## WESTERN

The elevator at Lanark, Mont., is to be rebuilt by the Farmers Elevator Company.

The elevator of Stanley Searce at Ravalli, Mont., is being moved to the Moiese Station.

A grain elevator is to be constructed at Tremonton, Utah, for the Holley Milling Company.

The storage warehouse of the Phillips Bros. at Mabton, Wash., which burned is being rebuilt.

The Farmers Elevator at Shawmut, Mont., is being enlarged. Substantial repairs are being made.

A new grain elevator is being built at Wilder, Idaho, for the Colorado Elevator & Milling Company.

An elevator and mill will be constructed at Idaho Falls, Idaho, for the Midland Elevators Company.

The elevator interests of the Farmers Elevator Company at Choteau, Mont., have been purchased by the J. M. Baker Company.

A grain elevator of 16,000 bushels capacity of studded and iron clad construction is to be erected at Genoa, Colo., for C. H. Stramp.

Improvements are being made to the Farmers Elevator at Froid, Mont. When the alterations are completed the plant will be well equipped for handling grain.

The Colorado Bean & Grain Company's plants at Weldona and Orchard, Colo., have been purchased by the Weldona Valley Grain & Bean Company of Weldona.

A grain elevator of 185,000 bushels' capacity and a 400-barrel mill is to be erected at Nampa, Idaho, for the Colorado Milling & Elevator Company. O. Knoche is local manager.

The Western Grain Company has sold its property at La Salle, Colo., to the La Salle Co-operative Exchange. The company will conduct a general grain, feed and coal business.

S. P. Clark, R. McChesney and Jas. Clark have incorporated at Ogden, Utah, under the name of the Clark Grain, Lumber & Coal Company. It is capitalized with stock of \$50,000.

The Uniontown Co-operative Association of Uniontown, Wash., has made plans to resput its cupola and put in backstops for each of the four legs. One leg will need a new cup belt 13 inches with a total length of 230 feet.

The Spokane Flouring Mills of Spokane, Ore., have leased the elevator and warehouse of the Pendleton Elevator Company at Pendleton, Ore. The storage plant was at one time the property of the Farmers Union Grain Agency and has a capacity of 100,000 bushels. The lease, which became effective July 1, contains an option of purchase clause. By the leasing of this elevator the storage capacity



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of the mills is increased by 285,000; the warehouse has capacity of 185,000 bushels; total capacity of mill 585,000 bushels.

The elevator of the Bain Grain Company located at Poplar, Mont., has been taken over by Herman Dethman who will in the future conduct the storage house.

The Farmers Warehouse Company's business at Fallon, Wash., has been purchased by the Pacific Grain Company. The consideration is \$3,750. The Farmers Warehouse Company retires from business.

J. D. Best & Co., grain, feed, hay and flour dealers located at Denver, Colo., have reorganized and the following officers elected: C. F. Hecht, president; H. E. Isaacson, vice-president and treasurer. J. F. Collins retires from business.

Capitalized at \$25,000, the Farmers Elevator Company has been incorporated at Cheyenne, Wyo., to build and operate an elevator and flour mill. Percy L. Goggin, Jay C. Berry, Davis A. Evans, G. J. Brown and Nathan L. Merritt are interested.

The stockholders of the Reardan Union Grain Company of Reardan, Wash., are contemplating increasing the capital stock of the firm from \$24,000 to \$100,000. The company recently started construction work on elevators at Denny Station and Hite.

## INDIANA

A concrete elevator is being built at Jasper, Ind., for the Victoria Flour Mills.

The elevator of Wm. Nading at St. Paul, Ind., is being remodeled and rebuilt.

The Sweeters Grain Company located at Sweeters, Ind., has been dissolved.

The elevator of the Studebaker Grain & Seed Company at Bluffton, Ind., is being remodeled.

The capital stock of the Farmers Elevator Company located at Otterbein, Ind., has been increased from \$30,000 to \$60,000.

W. R. Brock has sold the Jonesboro Elevator and the C. & O. Coal Yards at Jonesboro, Ind., to R. J. Morgan of Mexico, Ind.

The Rob Roy Elevator at Rob Roy (r. f. d. Attica), Ind., has been purchased from the Jones Bros. by Ed. Foster of Attica.

The capital stock of the Farmers Elevator Company at Sandusky (Greensburg p. o.), Ind., has been increased from \$10,000 to \$20,000.

The elevator at Kennard, Ind., has been purchased by A. D. Shirley. The purchase price was \$14,000. Possession was given on July 1.

The recently incorporated Farmers Co-operative Elevator Company of Lucerne, Ind., has purchased the plant of the O. Gandy Elevator Company.

Articles of incorporation have been filed at Bippus, Ind., for the Bippus Co-operative Association to deal in grain, etc. Capital stock amounts to \$10,000.

The United Grain & Supply Company was incorporated by Robert McGibbon, Jas. A. Curless and John A. Peterson at Swayzee, Ind. Capital stock of the firm is \$75,000.

W. B. Foresman & Co., have purchased from the Swanington Grain Company the latter's business at Fowler, Ind. Walter Geary of Talbot will be the manager at the elevator.

Benj. F. Elrod, John Marlin, and Harvey Stephenson are the directors of the Monroe County Farmers Grain Company of Bloomington, Ind. The capital stock of the firm is \$15,000.

Marvin H. Huston, David P. Moore and Chas. E. Grenert have filed incorporation papers at Mishawaka, Ind., as the Grange Elevator Company. The capital stock of the firm is \$50,000.

Geo. M. Rittenour, Geo. M. Pendleton and Wm. F. Ham have incorporated at Markleville, Ind., as the Markleville Elevator Company, capitalized at \$25,000. The company will construct an elevator.

The Rochester Co-operative Elevator Company has been incorporated at Rochester, Ind., capitalized at \$40,000. James M. Downs, Norman R. Stoner and Milton Smiley are the incorporators.

The Farmers Co-operative Company has been incorporated at Royal Center, Ind., to conduct grain elevators, etc. Capital stock is \$50,000. Bert Williams, J. A. Kistler and A. O. Brandt are interested.

The Jay Grain Company has a new and modern elevator under construction at Mulberry, Ind. The plant will have a capacity of 20,000 bushels, will be operated by electricity and will cost about \$15,000.

Wm. Burkle, John Martin and J. E. Marshall are named as the organizers of the Montmorenci Elevator Company which was incorporated at Montmorenci, Ind. Capital stock of the firm amounts to \$25,000.

A farmers co-operative grain elevator company has been incorporated at McGrawsville, Ind., capitalized at \$50,000. The firm will, most likely, purchase the elevator of Chas. Sharp located at McGrawsville. David T. Kessler, Gilbert H. White-

zel, E. H. Agness and others are interested. D. T. Kessler is president; Frank C. Phelps, vice-president; Wm. H. Meyers, secretary; Earl T. Agness, treasurer.

The Martin Elevator owned by J. C. Martin & Sons of LaFontaine, Ind., has been purchased by the Farmers Co-operative Elevator Company of Treaty, Ind. The firm will make a few repairs and then operate the plant.

The Home Grain Company of LaGrange, Ind., has made arrangements for the removal of its Berlein elevator to South Milford located on the Wabash Railroad. The elevator at South Milford was destroyed by fire several months ago.

A modern grain elevator is to be constructed at Fayette (Lebanon p. o.), Ind., by the Fayette Grain Company which was recently organized with Clarence O. Wise as president. The capacity of the elevator will be 20,000 bushels.

The Farmers Mill & Elevator Company was recently incorporated at Osgood, Ind., to operate a grain elevator and mill. Geo. H. Titus, Wm. C. Snider and Thos. Creigmile are interested. Capital stock of the firm is \$30,000.

E. B. Kitchell, Herman Walter, John H. Yund, John W. Souder, L. Wilson, Oscar Miller and Geo. S. Smith are the directors of the Lincoln Elevator Company recently incorporated to operate at Lincoln, Ind. The capital stock of this firm is \$30,000.

Daniel A. Gillespie, Anderson B. Stanton, Frank V. Hardy and Chas. E. McDowell are the directors of the Logansport Elevator Company recently incorporated at Logansport, Ind. The capital stock of the firm is \$100,000. The Logansport Elevator Company has purchased the C. C. Bishop Elevator. Possession was given July 1. It is understood that the company paid \$18,000 to the firm. The company will either build or purchase another elevator. Plans are under way to buy the McCormick Elevator but if these plans fall through the company will build.

## OHIO AND MICHIGAN

Chas. Holmes will conduct a grain and feed business at West Union, Ohio.

Farmers around Anna, Ohio, have organized a co-operative elevator company and will either build or buy an elevator plant.

The N. G. Bennett Elevator located at Benton Ridge, Ohio, has been taken over by L. B. Einsel, owner of the East End Elevator.

The Adrian, Mich., grain elevator and mill of the Co-operative Grain & Produce Company has been sold to John Walper of Riga, Mich.

A three-story building is being erected at Jackson, Mich., for the Wagner-White Company to be used as a warehouse and office building.

The capital stock of the Erlin Farmers Elevator & Supply Company of Erlin (r. f. d. Fremont), Ohio, has been increased from \$25,000 to \$35,000.

The Farmers Elevator Company of Brighton (Orchard p. o.), Ohio, has amended its charter increasing its capital stock from \$15,000 to \$25,000.

The Kugler Milling Company of Mineral City, Ohio, has made tentative plans for the erection of storage bins of from 15,000 to 20,000 bushels capacity.

The Madson-Ryon Company of Ann Arbor, Mich., and Chatterton & Son of Mt. Pleasant, Mich., have merged into one firm. This arrangement took effect July 1.

Plans have been completed by farmers and business men of Genoa, Ohio, for the erection of a grain elevator on the site formerly occupied by the Powers Elevator which burned.

The grain elevator at Rogers, Ohio, formerly owned by J. C. Binsley & Co., has been taken over by the Moff Bros. of Salem. Some improvements are to be made to the elevator.

E. J. Watkins, B. Thompson and others have incorporated at Fairmount (South Euclid p. o.), Ohio, as Watkins & Thompson. The firm will deal in grain and feed and is capitalized at \$50,000.

A site has been purchased at Carey, Ohio, by the Carey Farmers Co-operative Company upon which a grain elevator may be built. The old elevator will then be used as a warehouse.

Capitalized at \$40,000 the Homer Farmers Elevator Company was incorporated at Homer, Mich., to engage in an elevator business. P. W. Schaberg, C. D. Sabin and William McKennan were the organizers of the firm.

The elevator at Waynesfield, Ohio, owned by O. H. Pool, C. M. Dobie and C. A. Swickard has been taken over by the Eastern Auglaize County Co-operative Company. They have also purchased two elevators at New Hampshire.

The interests of P. J. Mighton in the Painesville (Ohio) Elevator Company have been disposed of by him. Mr. Mighton was president and a director of the company for 28 years. The present business started in 1889 under the name of Mighton & Co. In 1890 the elevator was constructed and a year later the Painesville Elevator Company was formed with Mr. Mighton, Harley Barnes,

O. L. Barnes, W. T. Cowles and C. J. Scott as stockholders. The mill was built in 1897. F. L. Morrison succeeds Mr. Mighton as president; Clement J. Brown is vice-president; Jay L. Hyde, treasurer.

Mrs. C. C. Miller, partner in the grain and feed firm of Miller & Miller, has purchased a warehouse and stock at Sugarcreek, Ohio, for \$32,000. Mrs. Miller, who owns one-half interest in the business, will remain as partner of Jay Syler.

Hobart Crouch is now with the Wickens Grain Company, Inc., of Lansing, Mich., in the capacity of office manager. He was until enlisting in the army with the grain department of the E. L. Wellman Company of Grand Rapids, Mich.

The Cass City Grain Company has sold its business at Bay City, Mich., to the recently incorporated Cass Bean & Grain Company of Bay City. The latter is capitalized at \$60,000. W. E. Snelling is the principal stockholder of the firm.

Incorporation papers have been filed at Lodi, Ohio, for the Lodi Mill & Elevator Company whose capital stock is \$125,000. The organizers are Clarence M. Crum, E. H. Plank, Herbert A. Falconer, Frank C. Crum, S. L. Gault and C. P. Bricker.

F. C. Dearbaugh, Geo. Shepline, Wm. P. Taylor, Frank L. Fisher, Bruno Berg and Harry Albright have incorporated at Wapakoneta, Ohio, as the Wapakoneta Farmers Grain Company, capitalized at \$60,000. The firm will either build a new plant or purchase one already located there.

The elevator of D. M. Brumbach at Fredericktown, Ohio, has been sold by him to the Fredericktown Farmers Exchange Company. The consideration for the property was \$20,000. H. E. Leedy is president; W. G. Fike, vice-president; Harry Irvine, secretary and treasurer of the company.

The announcement has been made by J. W. Greenfield that after July 15 he will be located at Wellington, Lorain County, Ohio, where he has purchased a warehouse and feed mill and where he will conduct a wholesale and retail business in grain, feed, hay, etc. Mr. Greenfield had been with The Dewey Bros. Company of Blanchester, Ohio, for a number of years.

The Troy Grain & Supply Company of Troy, Ohio, has increased its capital stock from \$30,000 to \$40,000. The Troy company has purchased the Mulberry Street Elevator at Troy from the Allen & Wheeler Company. The plant was built in 1866 and has a capacity of 40,000 bushels. Bert Favorite is president; Chas. Kline, secretary, and E. C. Stratton, treasurer of the firm.

A grain elevator of 20,000 bushels' capacity and corn bin of 3,500 bushels' capacity has been completed at Arcanum, Ohio, for the Arcanum Equity Exchange. The elevator is located on the site of the old Hapner Coal Yard. The Reliance Construction Company had the contract for the plant. Application has been made by the Equity to increase its capital stock to \$75,000. Power for the elevator will be furnished by the local light and power plant; the elevator is to be equipped with three Fairbanks Motors, of 20, 15 and 5 horsepower.

## CANADA

The Borden Grain Growers, Ltd., of Borden, Sask., has been incorporated, capitalized at \$2,000.

The Carey Elevator Company, Ltd., of St. Pierre, Man., has been incorporated with a capital stock of \$20,000.

The Quaker Oats Company contemplates the early erection of a crib elevator and distributing plant at Saskatoon, Alta.

Quintal & Lynch, Ltd., of Montreal, Canada, contemplate the erection of an elevator as well as a large transfer hay shed.

The Saskatchewan Co-operative Elevator Company of Regina, Sask., is erecting a 2,000,000-bushel storage addition to its present elevator located at Ft. Williams, Ont.

Vernon & Buckerfield are building a new elevator at Vancouver, B. C. The structure will cost \$3,500 and the necessary machinery will bring the total cost up to \$10,000.

Parish & Heimbecker Company has commenced the erection of a grain elevator at Rumsey, Alta. It is expected that the elevator will be completed to handle this season's crop.

The Co-operative Elevator Company of Regina, Sask., is negotiating with the city for the purchase of land for the erection of 20 houses in the western part of that city for their employees. It is the company's intention to rent these houses to employees at cost.

James A. Richardson, president of the grain firm of James Richardson & Co., of Kingsdon, Ont., has presented the city of Kingston with a bathing house erected at a cost of \$40,000 in memory of their brother, Capt. Geo. Henderson, who was killed in action in France.

B. J. Ostrander & Co., Ltd., of Winnipeg have been incorporated with capital stock of \$500,000. The incorporators are Benj. J. Ostrander, well known grain merchant; Harold St. Clair Scarth, William M. Shaw, C. Y. McArthur and S. Gemmill.



The company will carry on a general business as grain brokers, grain merchants, elevator owners and operators.

Plans are under consideration by Government officials for the erection of terminal elevators at Kingston, Ont. The erection of the elevators would be part of the plan to make Kingston a national harbor and equipping it as a foot of the lake terminal for the grain trans-shipping trade when the new Welland Canal is completed.

## THE DAKOTAS

E. C. Propp has purchased the Lloyd Elevator at Platte, S. D.

W. C. Goebel has purchased the grain elevator at Belfield, N. D.

The house of the Farmers Elevator Company at Harrisburg, S. D., is being improved.

A modern grain elevator is to be constructed at Forestburg, S. D., by the Farmers Union.

Albert Retzlaff has purchased the elevator at Cooperstown, N. D., owned by Eric Erickson.

A Richardson Automatic Scale has been installed at Chelsea, S. D., for the Chelsea Farmers Elevator Company.

The Farmers Union Elevator Company of Hazelton, N. D., has increased its capital stock from \$10,000 to \$25,000.

George P. Sexauer & Son of Brookings has bought the interests of the Paul Walter Elevator Company at Bruce, S. D.

Julius Sundet has sold his elevator at Volga, S. D., to J. N. Hynes. Mr. Sundet purchased the plant a few years ago.

Electric lighting system has been installed in the elevator of the Hecla Co-operative Elevator Company of Hecla, S. D.

Farmers around Venlo (mail Anselm), N. D., have organized a company and will erect and operate a grain elevator there.

C. C. Weimels is now in charge of the Selfridge, N. D., elevator of the Winter-Truesdell-Ames Company. He succeeds W. D. Idler.

P. J. Gunderson and others have incorporated at Warner, S. D., as the Farmers Elevator Company. The company's capital stock is \$10,000.

The Interstate Grain Company of North Dakota, has completed plans for the erection of a modern grain elevator of 40,000 bushels' capacity at Fargo, N. D.

Capitalization at \$25,000, F. P. Creaser, B. J. Jacobs and others have incorporated at Appleby (Watertown p. o.), S. D., as the Davis Grain Company.

The Bagley Elevator at Selby, S. D., has been purchased by the Selby Equity Union Exchange. Harry Campbell is local agent for the Equity Exchange.

The Farmers Union, Livestock and Grain Association of Irene, S. D., is improving its plant. A new concrete foundation is being placed under the elevator.

Farmers around Wishek, N. D., are considering organizing a company and purchasing the elevator there. J. D. Schmucker is one of the promoters of the enterprise.

The Farmers Elevator Company of Moritz, S. D., has been incorporated by John F. Lowman, W. O. Brice and M. N. Hunt. The corporation is capitalized at \$25,000.

Fred Bickerdike, Henry Tellkamp and others have incorporated at Fairmount, N. D., as the Le-Mars Elevator Company. The corporation is capitalized at \$15,000.

Farmers around Spottswood (Tulare p. o.), S. D., have organized a company and have plans made for the immediate erection of a grain elevator of 30,000 bushels' capacity.

The Van Dusen Elevator located at Pierre, S. D., has been taken over by F. M. Rood, who was former State Secretary. He and Geo. H. Spargur will engage in the grain business there.

F. W. Egger, Martin Larson, O. Leet have incorporated at Webster, N. D., as the Webster Co-operative Company. The firm will handle grain, coal and lumber and is capitalized at \$25,000.

The Equity Elevator & Trading Company of Delamere, N. D., has plans made for a new elevator to replace the old one. The new elevator will have two pits and will be modern in every respect.

The St. Anthony & Dakota Elevator Company expect to build a new elevator at Hillsboro, N. D., on the old site. The house will have a capacity of 30,000 bushels. The building will be covered with steel sheeting.

The contract has been let by the directors of the Forbes (N. D.) Equity Exchange for the erection of a 50,000 bushel elevator. The plant will be built on the site of the old farmers elevator which burned. It will be of concrete and steel throughout and will be 41x33 feet, 80 feet high. There will

be two receiving tanks of 400 bushels capacity each. Modern machinery, including cleaning machinery, automatic scale and three electric motors of 7½ horsepower each.

The Van Winkle Grain & Lumber Company of York, Neb., has purchased the grain and lumber interests of the Midwest Lumber Company at Oelrichs, S. D. The Van Winkle firm is to build a modern elevator.

The interests of the Slope Grain Company at Elgin, N. D., have been sold to the Monarch Elevator Company. Reports state that the Monarch interests have purchased the five or six elevators owned by the Slope concern.

Elevator "B" of the Beach Co-operative Grain Company located at Beach, N. D., has been taken over by the Chama Farmers Elevator Company. The Chama firm will remove the plant to Chama and re-erect it there to take the place of the farmers elevator which burned some time ago. Purchase price is named as being \$4,000.

An elevator building at Madison, S. D., formerly owned by the Farmers Elevator Company has been purchased by Z. Steele. He has also purchased an elevator building at Wentworth. These two plants are being razed and material is to be removed to a new town recently established below Madison Pass, and which, in all probability, will be known as Henkin.

The Trapp-Gohr-Donovan Company of Omaha, Neb., has supplied the following elevator concerns with its dumps: Alos Ritter of Tripp, S. D., with Combination Auto Truck and Wagon Dump; Steele, Simon & Co., of Meckling, S. D., Auto Truck Dump; Geo. P. Sexauer & Sons of Brookings, S. D., with Auto Truck Dump for Wessington, S. D., elevator; Rapid River Milling Company, Rapid City, S. D., with Trapp Auto Truck Dump.

## MISSOURI, KANSAS AND NEBRASKA

J. G. Johnson is building a new elevator at Vinland, Kan.

Farmers Union will conduct a grain business at Brady, Neb.

An elevator is to be erected at Americus, Kan., for Bruce Carlson.

A new elevator is being constructed at Bernie, Mo., for R. E. Dees.

The Farmers Union will erect a modern elevator at Mound Valley, Kan.

The Eureka Roller Mills located at Eureka, Kan., are erecting a new elevator.

A concrete elevator is being erected at Nevada, Mo., for the Farmers Union.

The Farmers Union of Keith County will build a grain elevator at Ogallala, Neb.

The elevator of W. N. Harris at Douglas, Kan., is being remodeled and enlarged.

A new elevator is being erected at Bunceton, Mo., for the Farmers Elevator Company.

A grain, feed and hay business has been opened at Altamont, Mo., by Snyder & Surface.

Farmers of Navarre, Kan., are erecting a grain elevator of 22,000 bushels' capacity there.

A new elevator is being built at Keats, Kan., for Roy Hulse of the Hulse Lumber Company.

Capitalized at \$10,000 the Farmers Grain Company was recently incorporated at White City, Kan.

The Charles Burlie Elevator at Shook, Kan., has been sold to the Farmers Elevator Company.

The Farmers Elevator Company of Straussville (r. f. d. Falls City), Neb., has been dissolved.

Capitalized at \$2,000 the Forest Green (Mo.) Farmers Elevator Company has been incorporated.

The Gould Grain Company is having a new and modern grain elevator erected at Bucklin, Kan.

The Shannon Grain Company's elevator at Atwood, Kan., has been purchased by Edwin Lyman.

O. A. Talbot's grain elevator at Bogard, Mo., has been purchased by the Union Mercantile Company.

John Wolfersperger is to build a new grain elevator of 12,000 bushels' capacity at Minneapolis, Kan.

Farmers in the vicinity of Burlington, Kan., are interested in the erection of a grain elevator there.

A new elevator is to be built at Arnold, Kan., for Julius Huxman. The contract for this has been let.

The C. R. Kinkel Elevator at Council Grove, Kan., has been purchased from Mrs. Kinkel by Mr. West.

Capitalized at \$10,000, the Cambridge Elevator Company has been incorporated at Cambridge, Kan.

A new set of scales are being installed in the plant of the Wickard Grain Company at Chanute, Kan.

The Sharp Elevator at Brunswick, Mo., has been purchased by the Halliburton-Owen Grain Company.

The Moscow Co-operative Exchange of Moscow, Kan., is to erect a modern 15,000-bushel elevator, covered with galvanized iron. The plant is to be equipped with a 15-horsepower Fairbanks Engine,

10-ton Fairbanks Wagon Scale, 15,000-bushel Richardson Automatic Scale, special elevator leg, Eureka Cleaner and exhaust fan.

The grain elevator owned by farmers at Osceola, Neb., has been equipped with a new set of platform scales.

S. Sweeney is tearing down his old grain elevator at Kearney, Neb., and is building a modern house on its site.

Vanier & Green have sold their grain and coal business at Fairbury, Neb., to the Farmers Elevator Company.

A new elevator of 30,000 bushels capacity is to be erected at Durham, Kan., for the Durham Grain Company.

Capitalized with stock of \$6,000, the Linwood Elevator Company was recently incorporated at Linwood, Kan.

An interest in the Hart Bradshaw Lumber & Grain Company of Randall, Kan., has been purchased by J. R. Nulty.

The Newton Milling & Elevator Company is erecting a 25,000-bushel elevator at Zimmerdale (Newton P. O.), Kan.

The Gaunt Grain & Implement Company has sold its business to the C. M. Alspach Grain Company of Kirwin, Kan.

The J. J. Wiggins Elevator at Carrollton, Mo., has been purchased by the Farmers Educational & Co-operative Union.

A grain elevator of 30,000 bushels' capacity is being erected at Washington, Kan., for the farmers of that vicinity.

The Farmers Union of Stanley, Kan., has made plans for the erection of a grain elevator of 20,000 bushels capacity.

C. W. Hoyt & Son, wholesale grain dealers, have erected a new elevator of 15,000 bushels' capacity at Emporia, Kan.

The Farmers Elevator Company has let the contract for a grain elevator at Joy Station (near Greensburg), Kan.

A new 30,000-bushel elevator is to be constructed at Washington, Mo., for the Farmers Co-operative Elevator Company.

The elevator, warehouse and office building of the Excello Milling Company at St. Joseph, Mo., is being remodeled.

Incorporation papers were filed at Paola, Kan., for the Paola Mill & Elevator Company. The firm is capitalized at \$30,000.

The Farmers Co-operative Grain & Coal Association was incorporated, capitalized at \$5,000, to operate at Fontana, Kan.

The N. Sauer Milling Company of Cherryvale, Kan., has its elevators at Morehead and Dennis, Kan., nearly completed.

The Wildgrube Elevator at Edna, Kan., has been subleased by W. S. Wilmoth to the Wilson Elevator Company of Coffeyville.

The Farmers Co-operative Elevator Company located at Warrenton, Mo., is building a grain elevator of 30,000 bushels' capacity.

The A. J. Elevator at Wilson, Kan., is to be remodeled. A new leg and boot is to be installed and other improvements made.

Mr. Buescher's elevator at Treloar, Mo., has been purchased by a farmers elevator company which was recently organized there.

The Whitman Grain & Elevator Company has been incorporated at Whitman (mail Belle Plaine), Kan., capitalized at \$10,000.

The Pacific Elevator at Turon, Kan., is now under the management of Tom Caruthers. He was formerly with a grain elevator at Lyons.

A wheat cleaner and automatic scale for weighing grain is being installed in the elevator of Tony Hiller & Co. of Brunswick, Mo.

The Conception Elevator Company of which B. V. Kirby is manager has plans for the construction of a grain elevator at Bedison, Mo.

A farmers elevator company has been incorporated at Waco, Mo., to build a grain elevator. The capital stock of the firm is \$20,000.

The Farmers Union of Braymer, Mo., has let the contract for a 10,000-bushel elevator. This is to be of concrete, tile and galvanized iron.

Articles of incorporation were filed by the stockholders of the Iola Mill & Elevator Company of Iola, Kan. The firm is capitalized at \$20,000.

A new elevator of 500,000 bushels' capacity is to be erected at Larned, Kan., for the Associated Mill & Elevator Company of Kansas City, Mo.

A new 15,000-bushel elevator has been erected at Floyd, Mo., by S. J. Todd and James Pember who have formed the Floyd Elevator Company. The plant is of wood covered with corrugated iron.

The Radabaugh Elevator at Eldorado Springs, Mo., has been purchased by the Missouri Farmers Association of Cedar, Vernon and St. Clair Counties. Possession was given on July 1. The plant will be



operated as Farmers Co-operative Association No. 7. I. A. Van Winkle, Omer Casey, A. C. Hertzberg and others are interested.

An elevator of 6,000 bushels' capacity is to be erected at Nishnabotna, Mo., for Dick Gross of Tarkio and Will Lulhrs, of Rock Port.

Scribner & Son's elevator and mill located at Lees Summit, Mo., has been purchased by Joe Noel and A. O. Palmer of Kansas City, Mo.

A new elevator is under course of erection at Bushong, Kan., for O. C. Congdon. The contract for machinery and elevator has been let.

Articles of incorporation have been filed at Denmark, Kan., for the Denmark Farmers Elevator Company. Its stock amounts to \$10,000.

The property of the Sykes Grain Company at Murdock, Kan., has been sold to the Murdock Equity Union Co-operative Exchange Company.

The elevator of the Vance Grain Company at Hazelton, Kan., is being remodeled. The plant will be ready in time to handle this year's crop.

The Pettit Grain Company will erect a large addition of its elevator at Meade, Kan. The firm will conduct a general feed and produce business.

The Lincoln County Farmers Union Business Association has sold its elevator at Milo, Kan., to the C. E. Robinson Grain Company of Salina, Kan.

A. J. Poor Grain Company's house at Wreford (r. f. d. Junction City), Kan., is now under the management of M. H. Howard and John Kerr.

A two-story warehouse of brick and semi-fireproof construction is to be built at Lost Springs, Kan., for the Farmers Union. The plant will cost \$8,000.

C. E. Morrill, W. E. Cook and I. P. Kohl have incorporated at Furley, Kan., as the Furley Grain Elevator Company. Its capital stock is \$15,000.

W. A. Newkirk, C. R. Wiley and Geo. Zimmerman have incorporated at Gerlane, Kan., as the Farmers Co-operative Company. Its capital stock is \$10,000.

A new grain and hay warehouse has been completed for Webster & Christensen at Junction City, Kan. The storeroom will soon be ready for business.

The Farmers Co-operative Purchasing Association & Sales Company is building an elevator of 25,000 bushels capacity at McFall, Mo. F. M. Rhodes is manager.

An addition is being erected to the elevator of the Peabody Equity Exchange at Peabody, Kan., trebling the capacity of the plant. W. Hines is manager.

The Farmers Union Mercantile Company has purchased the business of the Severy Mill & Elevator Company of Severy, Kan. H. T. Ferguson will be manager.

The Farmers Co-operative Elevator Company is one of the recently incorporated firms of Yates Center, Kan. The capital stock of this company amounts to \$25,000.

R. R. Dodderidge has purchased an elevator at Council Grove, Kan., and will operate it, after alterations are completed, as the Council Grove Grain Company.

Farmers Elevator Company of Palmyra, Mo., has started to build a warehouse across the street from its elevator. The building will be of wood and concrete, 48x90 feet.

A 10-ton scale and combined corn and wheat cleaner is to be installed at White Cloud, Kan., for the White Cloud Grain Company. William H. Van Doran is manager.

The elevator at Conway Springs, Kan., formerly owned by B. Strong has been purchased by C. C. Smith. He will operate it in conjunction with his other grain business.

The Albert Van Meter Elevator at King City, Mo., has been purchased by the Farmers Union Elevator Company. The firm will conduct a general grain, feed and coal business.

An elevator is being erected at Copeland, Kan., for C. D. Jennings of Hutchinson, Kan. Mr. Jennings owns elevators at Bucklin, Kingsdown, Sitka, Spearville and Mullinville.

The Rae Patterson & Co. Elevator at Sherwin (p. o. Sherwin Junction), Kan., has been sold to the Farmers Union. The latter will operate the elevator on the co-operative plan.

After twenty-four years' service, Capt. A. Haney has resigned from the grain business and severed his connection with Haney & Wiss at Canton, Mo. Mr. Wiss will conduct the business hereafter.

C. A. Oehlerking Elevator Company's house at Crofton, Neb., has been purchased by the Farmers Co-operative Elevator Company. A. W. Westover is president and M. J. Mischke secretary of the firm.

The Trapp-Gohr-Donovan Company of Omaha, Neb., have supplied the following elevators with its "Trapp" dumps: Farmers Educational & Co-operative Union of Grand Island, Neb., with Combination Auto Truck & Wagon Dump; Elevator Roller Mills, Columbus, Neb., with Auto Truck Dump; T. B. Hord Grain Company, Columbus, Neb., with Auto

Truck Dump; R. D. Noell of Harrisonville, Mo., with Combination Auto Truck and Wagon Dump for Daugherty, Mo., elevator.

A grain elevator is to be constructed at Green Leaf, Kan., for W. H. Callaway. The plant will cost \$11,000 and will have a capacity of 18,000 bushels.

The Clarence Grain Company of Clarence, Mo., has purchased and taken possession of the elevator of J. M. Vine & Sons. James Nelson is manager of the firm; A. J. Miller, assistant manager and book-keeper.

The Stanley Grain Company of Olathe, Kan., is building a 23,000-bushel elevator. E. N. Divilbiss is president; J. L. Chaney, secretary-treasurer; Harry Donham, Ralph Williams C. D. Sechler and O. H. Beardslee, directors.

The Silver Grain Company of Morganville, Kan., has had its license to operate a grain business at Morganville revoked by the U. S. Grain Corporation because of its persistent refusal to make an accounting of its operations.

Elm Creek (Neb.) Equity Exchange was recently incorporated by J. P. Marshall and William Voght, capitalized at \$20,000. The firm will conduct a grain elevator and has purchased establishment of Elm Creek Hay & Grain Exchange.

A modern elevator and warehouse is to be erected at Bowling Green, Mo., by the Farmers Equity Exchange. The plant will be driven by motor and will be equipped with double stand elevators; cleaner, bolter and roller mill.

The Farmers Union Elevator Company has been organized at Standish, Mo. It has purchased the Perrine Elevator and will put it into first-class condition. George Beckett, James Whalen, D. E. Hudleston, Fred Brockmeier and R. W. Brown are interested.

The Lord Milling Company has disposed of its mill and elevator at Wamego, Kan., to the Farmers Co-operative Mill & Elevator Company. H. L. Graham is manager; Henry Breymeyer, president; A. F. Floersch, secretary, and L. J. Brock, treasurer of the firm.

A. A. Alley's interest in the Alley Grain Company of Mercer, Mo., has been purchased by his son, Glen A. Alley. He will conduct a retail business and take care of the local buying and shipping of grain and seeds, and will operate under the name of the Alley Grain Company. A. A. Alley will continue in the grain business.

## MINNESOTA AND WISCONSIN

A farmers elevator company is being organized at Lanesboro, Minn.

Considerable repair work is being done to the Roalts Elevator at Farmington, Minn.

M. Heinzen and Leonard Jacobson have purchased the Security Elevator at Madison, Minn.

J. C. Hull & Son of Viola, Wis., have sold out their feed, flour, grain and livestock business.

Farmers around Hazel, Minn., are interested in the formation of a Farmers Elevator Company there.

The Farmers Elevator Company of Annandale, Minn., has let the contract for a \$11,000 new grain elevator.

The Northwestern Elevator at Chokio, Minn., has been purchased by the Chokio Equity Exchange of that town.

B. F. Thomas and Walter Rodewald have incorporated at Baraboo, Wis., and will establish a farmers warehouse.

A grain elevator and flour mill is under course of construction at Bruce, Wis., for Ed. Ludwig of Cameron, Wis.

The capital stock of the Farmers Elevator Company at Belleplaine, Minn., has been increased from \$10,000 to \$20,000.

N. Myers of Rollinestone has purchased the grain elevator at Bethany, Minn., owned by the Altura Elevator Company.

Farmers around Guckeen, Minn., have made plans for the formation of a co-operative company there to conduct a grain elevator.

The Bear Creek, Wis., elevator of the Cargill concern has been taken over by the Badger Grain Company of Green Bay, Wis.

A grain elevator of 30,000 bushels capacity is to be erected at Red Lake Falls, Minn., by Albert Cairne. This replaces the old plant.

An interest in the West Elevator at Erskine, Minn., has been taken over by W. R. Johnson. He will continue as manager of the plant.

The Farmers Co-operative Union has purchased the elevator and grain business at Waldo, Wis., formerly conducted by Eugene McIntyre.

Jas. Egan's elevator at Ellsworth, Minn., is undergoing repairs. The cupola has been raised and new automatic scales and a five-horsepower motor installed. A new driveway is being erected and

larger steel grain pit put in. The office also is being remodeled and enlarged and other changes made.

A coal elevator is to be constructed at Lamberton, Minn., for the Lamberton Farmers Elevator Company. The improvement will cost \$14,000.

Chas. Sorensen and C. A. Englund have purchased the Bingham Bros. Elevator at New Ulm, Minn., and will operate as the Englund Grain Company.

An elevator at Danvers, Minn., has been purchased by J. S. Murphy. He has been manager of the Northwestern Elevator Company for eight years.

Geo. P. Sexauer & Son have purchased the Verdi, Minn., plant of the Bingham Bros. They will build a large flour, feed and seed warehouse and handle flour.

Farmers organized as the Farmers Co-operative Elevator Company at Bronson, Minn., have purchased the elevator of C. E. Shoutz there and will operate it.

Improvements are being made to the elevator of the Farmers Equity at Sebeka, Minn. A machine shed is being built and cement floor laid in the main warehouse.

The New Munich, Minn., elevator of the Belgrade Milling Company has been purchased by the New Munich Farmers Company. The latter concern is capitalized at \$2,000. The purchase price amounted to \$9,500.

Repairs are being made to the elevator of the Erdahl Farmers Elevator Company of Erdahl, Minn. The plant will be closed down during the time the alterations are being made.

P. A. G. Lee, M. J. Berge and A. Schimelpfenning have incorporated at Deerfield, Wis., as the Farmers Warehouse Company to conduct a grain business. Its capital stock is \$20,000.

The partnership of Crump & Mills who conducted a grain business at Lakemills, Wis., has been dissolved. Mr. Mills has purchased his partner's interest and will continue operating the plant.

A Fairbanks platform scale of 15-ton capacity has been installed at Waukesha, Wis., for the Waukesha Grain Produce Company. Other improvements are also being made to the elevator and warehouse.

A two-story elevator and warehouse addition is being erected to the plant of the A. G. Wells & Co., of De Pere, Wis. The addition will be 50x75 feet, costing about \$15,000; will be available August 15.

Farmers of Calumet County have organized a Farmers Elevator Company capitalized it at \$25,000 and have purchased the Equity Elevator at Hilbert, Wis. Business will be started by the farmers August 1.

The elevator at Lakeville, Minn., has been purchased from J. J. Hynes of Rosemount by the Federal Grain Company of St. Paul. The elevator is being overhauled but will be ready for operation by July 15.

E. P. Allison has taken possession of the St. John Grain Company's elevator at Lakefield, Minn. The Lakefield business of the St. John Grain Company has been under the management of A. M. St. John for 25 years.

The Barnesville Farmers Elevator Company of Barnesville, Minn., has amended its charter making it a purely co-operative company. S. P. Anderson is president; Ole Larson, vice-president and Oscar Ness, secretary.

The Sheffield Elevator Company is enlarging its elevator "K" at Minneapolis, Minn., to 400,000 bushels. About 40 tanks are being added. When completed, the elevator will have a capacity of 1,500,000 bushels.

The new farmers organization at Cumberland, Wis., has purchased the grain, feed and flour business of C. E. Hook. The farmers company is known as the American Co-operative Association. W. A. Brotein is manager.

The Chippewa Valley Equity Exchange of Durand, Wis., has let the contract for the erection of a grain elevator of 25,000 bushels' capacity. The plant will be equipped with modern machinery and will cost when completed about \$15,000.

The Kanaranzi Farmers Elevator Company of Kanaranzi, Minn., has made arrangements for improving its elevator building. The building will be raised and remodeled to facilitate the handling of grain. The improvement will cost \$3,500.

The A. G. Sorlie Elevator located at East Grand Forks, Minn., has been taken over by the Farmers Co-operative Marketing Association. The Sorlie Elevator has a capacity of 65,000 bushels and is equipped with modern grain handling facilities.

The Producers Elevator Company has been incorporated at Withrow, Minn., to operate grain elevators and handle grain, grain products, seeds, etc. C. C. Chambers, James F. O'Meara, R. T. Hart, C. A. Lane, T. V. Sullivan, Meyer Helperin and N. K. Simmons are interested.

T. Thorkildson is president; S. D. Lincoln, vice-president; Geo. D. Eastburn, secretary and Thos. Olson, treasurer of the recently incorporated Farmers Co-operative Elevator Company of Stephen,



Minn. The company will erect a new elevator of 50,000 bushels' capacity.

The Badger Grain Company of Green Bay, Wis., has purchased the grain elevator of the Cargill Grain Company at Green Bay. Now owns Cargill elevators at Mondovi, Pulaski and Bear Creek.

The Norman County Elevator Company of Ada, Minn., has made plans for disposing of its elevator there to the recently organized farmers company. H. F. Sprung is temporary president of the firm; S. Austinson, vice-president; R. T. Idtse, secretary and Peter Brommenschenkel, treasurer.

## SOUTHERN AND SOUTHWESTERN

The Farmers Elevator located at Sharon, Okla., is undergoing repairs.

A new elevator is to be erected at Arapahoe, Okla., by the Farmers Union.

Sims & Huffbines are building a new elevator for storing grain at Roosevelt, Okla.

A grain elevator is being built at Blair, Okla., by the Regg Grain Company of Attica.

Repairs and additions are to be made to the O'Bannon Elevator at Vinita, Okla.

The Sheppard Bros. have leased the elevator and mill of H. M. Brazil at Wetumka, Okla.

The Farmers Union Mill & Elevator Company of Munday, Texas, has sold its business there.

H. Altringer of Stratford, Texas, has sold his elevator to Cetar Grain Company of Texhoma, Okla.

A new grain elevator is under course of construction at Lugert, Okla., by J. N. Voorhees of Fairview.

A concrete elevator is to be erected at Versailles, Ky., for the Farmers Union Supply Company adjoining its mill.

The capital stock of the Jasper Grain Company located at Jasper, Texas, has been increased from \$3,000 to \$7,000.

E. B., R. L. Dawson and T. J. H. McLeod of Hillsboro, Texas, have formed a partnership and will conduct a grain business there.

A new office building is being erected at Fort Smith, Ark., for the Western Grain Company. The building will cost about \$3,000.

A new elevator and warehouse is to be constructed at Raymondville, Texas, for the Raymondville Bonded Warehouse Company.

The Sweeney Flour & Feed Company has plans made for the erection of a new elevator at Eu-  
faula, Ala., on the Katy right-of-way.

Al Cox, D. B. Lewis and others have incorporated at Glendale, Ky., as the Glendale Mill & Elevator Company. Its capital stock is \$15,000.

The Hopeton Elevator at Arkansas City, Ark., has been purchased by the Arkansas City Milling Company from T. C. Cones Grain Company of Enid.

The Moore Grain Company has sold its elevator at Amber, Okla., to Hollingsworth & Meadows. The latter firm will remodel and repair the plant.

The Point (Texas) Milling & Grain Company has been incorporated at that place capitalized at \$10,000. J. H. Foster and others are the organizers of the firm.

C. M. Carter, A. K. Carter and H. D. Wallace are interested in the recently incorporated the Carter Grain Company of Bay City, Texas. Its stock amounts to \$75,000.

The Keith Grain Company has sold its plant at Collinsville, Okla., to the Holloway-Grover Company. C. D. Holloway and Wm. Grover are interested in the latter firm.

J. T. Stark, G. H. Stark and L. B. Stark have filed articles of incorporation at Plano, Texas, as the Stark Grain & Elevator Company. The firm is capitalized at \$60,000.

The Blanchard Grain & Gin Company, Inc., of Blanchard, Okla., is to be dissolved as a corporation. In the future the plants are to be operated as independent concerns.

The Farmers Midland Elevator Company has been incorporated at Foraker, Okla., capitalized at \$10,000. The incorporators are C. H. Coddington, A. S. Perry and F. W. Fitzmann.

For the purpose of handling grain and seeds and to erect and operate a grain elevator, H. O. Hurst and R. A. Atkinson have formed a partnership at Claremore, Okla., as Hurst & Co.

K. M. McLelland, John Landrum and Chas. A. Croakley have incorporated to operate at Madill, Okla., as the Wood-McLelland Grain & Elevator Company. Capital stock amounts to \$75,000.

Incorporation papers have been filed at Harlan, Ky., by the Harlan Grocery & Grain Company. Its capital stock amounts to \$75,000. J. D. Wheeler, Harry Olerick and C. F. Wheeler are interested.

The Grain Exchange of Richmond, Va., are contemplating three different sites for the grain elevator which it will build. The plant is to have a capacity of 500,000 bushels and will cost in the neigh-

borhood of \$300,000. The enterprise will be owned by a stock company, leading hay and grain merchants becoming the principal owners.

Articles of incorporation were filed by the following: George Allen, E. W. Brindley and Frank Dolton as the Mustang Farmers Grain Company of Mustang, Okla. The company is capitalized at \$10,000.

The Seley-Early Grain Company has dissolved partnership at Waco, Texas. The business will be continued by Eugene Early and his sons under another name. The corporation has been in business for 37 years.

The grain, stock and cotton business of T. J. Gouldman & Co., at Okmulgee, Okla., has been purchased by Clark F. Ryan, president of the Okmulgee Securities Company. This business he will consolidate with his other interests.

John Wade & Sons who have been in the grain handling and mixed feed manufacturing business at Memphis, Tenn., for a quarter of a century have reincorporated as John Wade & Sons, Inc. The firm is capitalized at \$500,000. J. A. Wade, is

president; T. N. Wade, first vice-president; M. E. Wade, second vice-president; H. M. Wade, third vice-president; E. L. Lubel, fourth vice-president, and J. G. Metz, secretary and treasurer. A large warehouse is to be built on Front Street.

The Sun Grain & Feed Company of Guthrie, Okla., a subsidiary concern of the Guthrie Mill & Elevator Company, advises us that it is in the market at all times for all kinds of grain. F. G. Olson, formerly with the Western Grain Company at Denver, Colo., is manager.

The Atlanta (Ga.) Milling Company has awarded the Burrell Engineering & Construction Company contract for a 200,000-bushel elevator. The elevator will be of concrete with steel reinforcements and its facilities will consist of 30 bins with 5,600 bushels' capacity. It will cost \$85,000.

The Whaley Mill & Elevator Company of Gainesville, Texas, has let the contract for six concrete grain storage tanks, 20 feet in diameter with capacity for 500,000 bushels grain. A concrete power house and large warehouse is to be built as soon as the present mill is torn away.

## FIRES-CASUALTIES

Baker (r. f. d. Leland), Ill.—Reuben Wright's grain-elevator here burned.

El Paso, Texas.—The interior of the El Paso Seed Company was damaged by fire to the extent of \$15,000.

Glenbeulah, Wis.—Fire damaged the elevator and feed mill of Herman Froelich on June 18. The fire resulted from lightning. Loss on plant \$500.

Deshler, Ohio.—A loss of \$10,000 was sustained by fire by the Farmers Grain & Stock Company. Lightning struck a barn owned by the company.

Crete, N. D.—The entire building of the Cargill Elevator Company was destroyed by fire which was started when the elevator was struck by lightning.

Boone, Iowa.—The Farmers Elevator Company's elevator was burned together with 3,000 bushels oats and from 300 to 400 bushels corn; also a quantity of coal and lumber.

Boston, Mass.—A slight damage was done to the warehouse of C. J. Landers & Co., when a fire truck struck and broke through the side of the establishment on June 16.

Woodland, Calif.—Fire destroyed the Meier Grain Warehouse and the Union Warehouse. The fires were of incendiary origin. Loss on two warehouses amounted to \$25,000.

Glenburn, N. D.—Fire broke out in the Farmers Elevator and threatened to destroy the plant, but persistence on the part of the fire fighters saved the elevator. Lightning is supposed to have caused the fire.

Warsaw, Ind.—Fire destroyed the Little Crow Milling Company's grain elevator with a loss of \$25,000 on machinery and the 15,000 bushels grain which were destroyed. Loss is partly covered by insurance.

Wymark, Sask.—Fire destroyed the Pioneer Elevator and the Central Grain Elevator on July 8. The Central plant was empty but the Pioneer Elevator contained 2,000 bushels of wheat, some barley and flax. The flax was saved.

Hampton, Iowa.—J. N. Reeve's elevator was burned. The plant had not been in use for a year or so. Loss is estimated at \$12,000; insurance, \$5,000. The building stood on site where two elevators had also been destroyed by fire.

Heil, N. D.—Fire, the origin of which is unknown, destroyed the Farmers Equity Elevator recently. The plant was five years old and had a capacity of 30,000 bushels. It contained 3,000 bushels at the time of the fire. Loss covered practically by insurance.

Edgewater, N. J.—The plant of the Corn Products Company narrowly escaped being destroyed by fire on July 11. A barge and a pier 280 feet long were destroyed by the fire, the origin of which is not known. A large quantity of corn and gluten stored on the pier was consumed.

Ruthton, Minn.—The Farmers Elevator Company's elevator slipped off its foundation. All the underpinning gave way at once and the building fell three feet with only one grain bin being broken. That was filled with flax. The grain loss will be small although the elevator building will be a total loss.

Raymond, Mont.—Two elevators located here burned to the ground recently. The fire started in the Montana & Dakota Elevator and spread to the Equity Elevator. Loss amounted to \$25,000, fully covered by insurance. There was very little grain in the Equity Elevator; the Montana & Dakota

Elevator contained about 2,000 bushels of different grains. The origin of the fire is unknown; but carelessness on the part of some workman in the Montana plant is thought to have been the cause of the blaze. The Equity Elevator is to be rebuilt at once.

Harrod, Ohio.—Fire destroyed completely the old flour mill here which was being remodeled by the Metz Bros. of LaRue, who recently purchased the plant, into a grain elevator. The loss is estimated at \$3,500. The building was a frame structure, four stories high.

Oyens, Iowa.—The Plymouth Milling Company's elevator here was burned recently together with about 400 bushels of grain and with a loss to owners of \$8,000. The fire was caused by a spark from passing locomotive. An explosion occurred shortly after the flames broke out.

Red Oak, Iowa.—Fire of unknown origin broke out in the grain elevator of the Turner Bros. and totally destroyed it. The loss to the Turner Bros. will be about \$10,000; while the total loss will be nearly \$20,000. Insurance of \$8,000 was carried on the plant. A new building will be erected at once, it has been announced.

Richardton, N. D.—The plant of the Henry Pathmann Grain & Implement Company which had not been in operation for three years was burned. The fire spread from here and destroyed a large part of the business district of the town causing loss of from \$300,000 to \$400,000. The cause of the fire is not known.

Beach, N. D.—A loss of \$8,000 on building and \$7,000 on grain was involved in the fire which destroyed the Elliott & Beach Elevator not long ago. Insurance amounted to \$7,000. The origin of fire is unknown. The elevator contained at the time 500 bushels wheat; 90 bushels barley; 1,700 bushels seed oats; 1,400 bushels flax.

Mildred, Mont.—Fire, the origin of which has not been stated, destroyed the grain elevator here. The fire had gained considerable headway when discovered and the efforts to save the plant were to no avail. The elevator contained a small bin of wheat, 1,500 bushels oats, 300 bushels flax, 20 tons oil meal and nearly a carload of flour. Loss is fully covered by insurance.

Oxford, Ind.—On June 26 fire broke out and destroyed the elevator of the Oxford Grain Company. The blaze is said to have been caused by overheated machinery. Loss on building is estimated at \$13,000; with \$8,000 insurance. About 2,000 bushels wheat and 6,000 bushels oats stored in the elevator were destroyed. The building was erected in 1912. It is said that the elevator will be rebuilt as soon as possible.

Fergus Falls, Minn.—The elevator of the Red River Milling Company was razed during the tornado which swept through this city causing terrible destruction of life and property. Fifty-two people are known to have been killed. Six thousand bushels of wheat, oats and buckwheat were scattered—most of the grain can be salvaged and sold for seed. Next to the pile of grain from the Red River Mill Elevator stands a concrete elevator and mill. The concrete storage plant contains 25,000 bushels of grain and is standing. The roof of the elevator was torn off and one bin deluged with the rain which followed the tornado; the other compartment was not touched by the rain. The loss to milling firm amounted to \$30,000. They will rebuild the elevator in the near future.



## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of June:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,171,196	38,581	1,210,738
Corn, bus...	301,048	380,137	402,417
Oats, bus...	2,098,227	1,116,739	1,255,560
Barley, bus...	1,134,640	45,180	673,848
Rye, bus...	1,064,764	138,369	1,764,253
Hay, tons...	2,337	3,997	680
Flour, bbls...	396,700	292,821	246,890

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	747,000	126,000	1,040,000
Corn, bus...	856,000	7,656,000	2,228,000
Oats, bus...	8,077,000	8,208,000	6,211,000
Barley, bus...	3,516,000	1,095,000	2,010,000
Rye, bus...	165,000	112,000	171,000
Timothy Seed, lbs...	1,348,000	392,000	780,000
Clover Seed, lbs...	108,000	94,000	4,000
Other Grass Seed, lbs...	528,000	514,000	338,000
Flax Seed, bus...	98,000	17,000	1,000
Broom Corn, lbs...	970,000	1,188,000	1,896,000
Hay, tons...	29,407	29,211	5,414
Flour, bbls...	747,000	487,000	501,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Grain and Hay Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	50,525	8,600	43,000
Corn, bus...	317,900	225,500	151,800
Bar Corn, bus...	16,100	...	10,750
Oats, bus...	292,800	238,400	112,000
Barley, bus...	21,250	...	112,000
Rye, bus...	26,400	9,900	26,400
Hay, tons...	11,364	7,680	15,400
Feed, tons...	1,800	960	...

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	1,376,167	...
Corn, bus...	...	...	207,574
Barley, bus...	...	450,997	37,920

**INDIANAPOLIS**—Reported by Wm H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	12,500	37,500	1,250
Corn, bus...	2,611,250	1,200,000	615,000
Oats, bus...	1,220,400	932,400	243,000
Barley, bus...	11,250	...	387,000
Rye, bus...	11,250	2,500	3,750
Hay, cars...	92	100	5,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	273,360	102,700	229,515
Corn, bus...	663,030	397,980	355,523
Oats, bus...	3,900,840	1,442,145	2,799,897
Barley, bus...	2,740,080	517,140	1,502,593
Rye, bus...	225,450	109,650	25,650
Timothy Seed, lbs...	3,100	30,000	54,500
Clover Seed, lbs...	76,020	9,445	3,265
Malt, bus...	163,300	32,300	824,286
Flax Seed, bus...	29,040	33,000	578,600
Feed, tons...	5,976	2,448	19,496
Hay, tons...	1,898	1,332	216
Flour, bbls...	79,440	81,550	81,060

**NEW ORLEANS**—Reported by the Board of Trade, Ltd.:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	2,612,563	...
Corn, bus...	...	51,132	671,229
Oats, bus...	...	85,270	372,447
Barley, bus...	...	647,195	171,491

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	3,933,300	5,166,400	...
Corn, bus...	186,600	12,387	...
Oats, bus...	5,606,400	4,212,476	...
Barley, bus...	1,465,800	1,124,746	...
Rye, bus...	1,152,500	1,902,072	...
Timothy, Clover & other Grass Seed, bags...	1,700	2,109	...
Hay, bales...	19,443	2,180	...
Flour, bbls...	713,608	781,371	...

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	291,600	501,600	232,800
Corn, bus...	2,255,400	2,020,200	2,497,600
Oats, bus...	131,600	1,088,000	176,800
Barley, bus...	183,600	48,600	174,600
Rye, bus...	77,000	7,700	14,300

**PHILADELPHIA**—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,592,524	26,559	1,548,486
Corn, bus...	276,938	698,451	107,775
Oats, bus...	1,880,787	856,650	846,465
Barley, bus...	191,503	30,000	60,000
Rye, bus...	1,405,916	43,929	1,395,065
Flour, bbls...	728,207	296,879	365,544

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	504,477	163,860	175,910
Corn, bus...	2,369,750	1,480,263	776,400
Oats, bus...	2,814,000	2,069,645	1,901,210
Barley, bus...	72,000	25,600	32,120
Rye, bus...	15,400	8,834	3,090
Hay, tons...	13,380	12,941	4,935
Flour, bbls...	165,340	167,800	291,970

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, ctls...	172,458	...	...
Corn, ctls...	38,131	...	...
Oats, ctls...	23,304	...	...
Barley, ctls...	540,246	...	...
Hay, tons...	5,099	...	...
Flour, bbls...	210,012	...	...

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	65,250	50,700	35,790
Corn, bus...	72,650	225,800	28,050
Oats, bus...	611,600	275,200	276,960
Barley, bus...	8,400	29,800	17,800
Rye, bus...	24,390	7,100	105,380
Timothy Seed, bags...	...	8,927	...
Clover Seed, bags...	...	170	...
Alsike, bags...	...	3	...

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,110,915	101,099	3,015,689
Corn, bus...	...	...	49,636
Oats, bus...	49,306	8,960	43,772
Barley, bus...	1,711,298	52,521	1,238,842
Rye, bus...	1,417,404	3,374,681	1,806,083
Flax Seed, bus...	121,100	309,781	222,972
Flour, bbls...	528,200	1,170,505	631,995
Produced...	112,830	5,915	1,107,010

**MINNEAPOLIS**—Reported by H. J. Craig, statistician of the Chamber of Commerce:

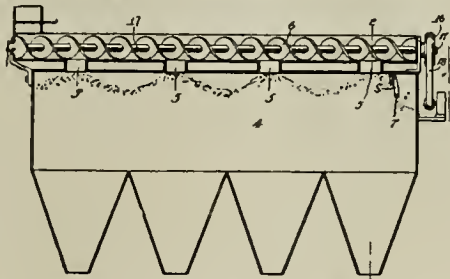
Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	3,932,040	5,279,620	2,982,650
Corn, bus...	440,160	877,020	326,950
Oats, bus...	2,183,060	1,789,090	1,532,910
Barley, bus...	4,608,930	849,830	4,399,940
Rye, bus...	784,820	209,790	573,620
Flax Seed, bus...	942,000	647,860	83,600
Hay, tons...	1,113	2,124	159
Flour, bbls...	103,144	46,441	1,261,976

## GRAIN TRADE PATENTS

Bearing Date of May 27, 1919

Telltale and means for controlling the feed of material to hoppers or bins.—Charles J. Gadd, Lebanon, Pa.; Anna Eyre Gadd, executrix of said Charles J. Gadd, deceased. Filed October 19, 1915. No. 1,304,553. See cut.

Claim: In a conveyor system for filling bins, a bin adapted to receive pulverized material, a conveyor feeding the material into the bin from above, driving



means for the conveyor and a blade adapted to lie in the bin, to be moved by the material as it is piled within the bin, and to remain in moved position until reset, in combination with connections between the blade and the driving means to shut off the latter when the blade is moved.

Bearing Date of June 3, 1919

Grain sieve.—Nels G. Ek, Minneapolis, Minn., assignor to Fosston-Carpenter Company, St. Paul, Minn., a corporation of Minnesota. Filed September 29, 1917. No. 1,305,267.

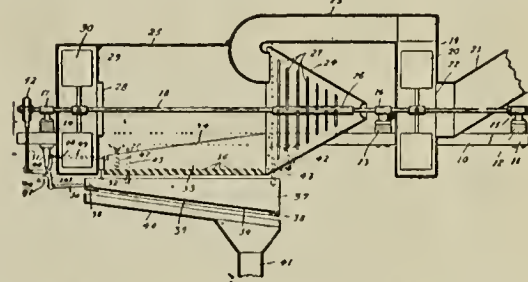
Bearing Date of June 10, 1919

Grinding plate for feed mills.—George J. Covert, Wayne, and Byron A. Shaw, Bradford, N. Y. Filed June 29, 1917. No. 1,306,468.

Grain separator.—James K. White, Salina, Kan. Filed August 30, 1917. No. 1,306,239. See cut.

Claim: A separator for grain comprising a member having a cavity therein which converges toward a sub-

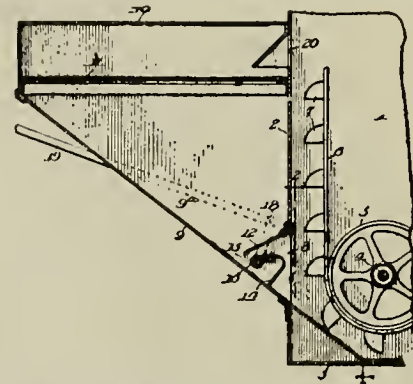
stantially closed end, threshing elements in said cavity and means for forcing a stream of air and stock into said cavity against said end so that the direction of



said stream is rapidly changed forwardly and rearwardly to cause the heavier particles to be precipitated out of the air stream.

Shutter mechanism for endless conveyors and the like.—Richard G. Coburn, Chicago, Ill., assignor to the Brown Specialty Machinery Company, Chicago, Ill., a corporation of Illinois. No. 1,306,103. See cut.

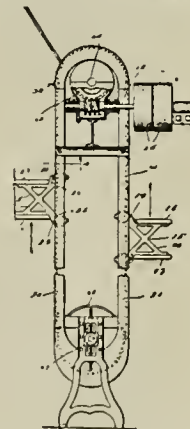
Claim: The combination of an endless conveyor having a side feed opening, an incline leading to said opening, said incline forming the bottom of a chute, a screen at the top of said chute, a shutter controlling



said side feed opening, and a second side opening in said conveyor, said second side opening affording communication between the interior of said chute and the interior of the conveyor.

Elevator.—Leslie I. Ziegler, Indianapolis, Ind., assignor to Nordyke & Marmon Company, Ind., a corporation of Indiana. Filed April 20, 1918. No. 1,306,509. See cut.

Claim: In an endless belt elevator, the combination with the endless carrier, of a pair of cross bars mounted on said endless carrier, a rigid double-faced platform mounted on said pair of cross bars and having a



pin and slot connection with one of such cross bars, said platform having two opposite platform faces fixed relatively to each other and facing respectively forward and rearward with respect to said endless carrier, guide rollers carried by said platform, and channel irons in which said guide rollers travel.

Bearing Date of June 17, 1919

Method and apparatus for preparing corn for storage.—John Getz, Morton, Ill., and Marion Shives, Yates City, Ill.; said Shives assignor to said Getz. Filed August 9, 1918. No. 1,307,046.

## OBITUARY

**BELL**.—W. S. Bell, president of the Bell Grain Company and state senator, was shot and killed on June 21 at Crowell, Texas.

**BROWNE**.—Ed. P. Browne was killed in an automobile accident. Mr. Browne was connected with the Browne Grain Company of McKinney, Texas.

**DRAKE**.—Joseph Drake, a retired grain man, died at his home in Brooklyn, N. Y., recently. He was formerly interested in a grain firm in Long Island City.

**FRANSIOLI**.—Paul J. Fransioli, an active grain man of the Pacific Coast, died at his home in Gravelly Lake, near Tacoma, Wash. He organized the firm of P. J. Fransioli & Co., in 1890 with C. J. Kershaw. His widow and one brother survive him.

**HOWE**.—Chas. Howe was killed when struck by street car in Chicago, Ill. He formerly operated on the Chicago Board of Trade. Mr. Howe was in his sixty-seventh year at the time of his death. He is survived by his widow and one son.

**MADDOX**.—Aged 60 years, T. H. Maddox was killed in an automobile accident. He operated a grain elevator at Chatham, Ill., for a number of years and was secretary of the Illinois Grain Dealers at one time, taking a prominent part in the affairs of the Association.

**POTTER**.—Chas. Staples Potter died June 19 at Boston, Mass. He was a member of Potter & Wrightington, dealers in cereal and flour. He was also a member of the Boston Chamber of Commerce.



## HAY, STRAW AND FEED

### CHICAGO HAY MARKET

Timothy again higher. Offerings very small. Looks like a scarcity of hay here next week. All right to let some come any time now. Occasional car of new hay arriving. Selling \$23 to \$25 according to condition.—*Albert Miller & Co. in letter of July 11.*

### HAY CONDITIONS AT CHICAGO

We look for light receipts for the next three weeks, and advise immediate shipments. There has been a few odd cars of new timothy on the market, which arrived in fairly good condition, but think it advisable for those who are in position to do so, to hold their new timothy until after it has gone through the sweat. It you have to load your new hay or straw now, press your bales light, load the bales on ends and pack them loosely.—*Van Wie & Moorhead, Chicago, in Hay Market Letter of July 11.*

### IMMENSE STRAW YIELD IN PROSPECT

The wheat plant in the Southwest, covering the largest area in history, has made a rank growth this season, and that means an immense straw yield. Kansas City hay dealers predict 8,000,000 tons of wheat straw from Kansas alone, and estimate that the Southwest will raise about 20,000,000 tons, with another 20,000,000 tons from the balance of the winter wheat territory.

Last winter a Colorado feeder paid \$15 a ton for oats straw at Kansas City which is the record price at that point. With the immense prospects of this year, however, it is expected that straw will be relatively cheap.

The demand situation shows a great change. A year ago the Forage Branch of the United States Army was buying an average of 100 cars of straw daily. Today this demand has dwindled to insignificant proportions. The Government has sold off thousands of army horses and mules and the use of straw for "bed ticks" for enlisted men has naturally fallen off with the discharge of the bulk of the men in the service.

### HAY DECLINES SHARPLY IN NEW YORK

BY C. K. TRAFTON

Temporarily during the first part of the month under review the New York hay market was characterized by the same features that have prevailed for several months past, namely: An almost complete exhaustion of supplies and a remarkably high level of values. In this respect the Brooklyn market still was most prominent.

The unprecedented shortage there, and especially of the higher grades, forced prices to almost unheard-of heights, as much as \$49 having been paid for No. 1 timothy in large bales in several instances. Still, while this figure was actually reached, it was misleading as a market index. In short, it was to some extent fictitious, being made possible only by the fact that hay of such high quality was practically non-existent. At the same time, there were sales of No. 1 at other city terminals at as high as \$48.

With virtually no No. 1 hay in sight, it would perhaps be wiser to use the lower grades as a basis for quotation, the bulk of the arrivals being inferior or common, only a small percentage being top No. 2, the bulk being No. 3 or lower. Therefore, when a buyer discovered a car of good No. 2 he lost no time in snapping it up almost regardless of price. Indeed, in many cases it was claimed that No. 2 had sold on the same basis as No. 1. For that matter, hay grading even as high as No. 2 was so scarce that the No. 3 grade enjoyed unusual popularity and commanded relatively high prices, the differences between No. 1, No. 2 and No. 3 being almost wiped out.

Early advices from the interior still alluded to the general indifference prevailing regarding shipments, and in many places it was stated that virtually no stock remained to be shipped. The fact that farmers and shippers were able to sell for more money in other markets was also mentioned as a factor in some sections. For instance, it was asserted that points in New England, notably Boston, were paying as much as \$50 for No. 1. The indifference about shipping was also ascribed partly to the fact that more time and labor was required for other crops. Where farmers and shippers were holding back supplies for higher prices, it was argued that the latter were warranted by the scarcity of labor, demands for higher wages, and heavier expenses generally. It was asserted, for example, that the pre-war cost of \$1 to \$1.50 for baling hay had been advanced to \$4 or even \$5 in some sections.

These conditions were radically changed toward the end of the month. There was a striking increase in the arrivals, including fairly large lots from Canada, and as a consequence prices broke sharply. It seemed evident that with the big spring rush of farm work over, farmers and country shippers were able to pay more attention to hay.

The better weather and improved crop prospects were also partly responsible. Higher temperatures and clear skies arrived after a long period of cold weather and heavy rains, which enabled the crop to make much better progress. This was reflected in the June report of the Department of Agriculture, which was decidedly gratifying, showing a condition of 99.1 per cent, compared with 94.3 in May, and 89 a year ago. The yield per acre was placed at 1.53 tons, indicating a crop of 116,000,000 tons, against the May promise of 114,930,000 tons, and last year's crop of 107,550,000 tons.

Hence it was by no means strange that holders in the interior were eager to ship their hay quickly in order to take advantage of the high prices ruling. Unfortunately for them, this material increase in receipts caused a rapid drop in values, especially on low grades. Unfortunately also, the bulk of the receipts were of decidedly low grade. Many of the bales, especially from Canada, were found to be made up largely of trash, and hence could not be sold at over \$30. Choicer descriptions also broke sharply, No. 1 selling at \$40 to \$41, No. 2 at \$38 to \$39, and No. 3 at \$35 to \$37.

Straw was dull but steady early in the month, owing to light arrivals, but the latter subsequently became larger, and as shippers were more willing to make concessions, trading became fairly active. The prices fell from \$14 to \$15 to \$13 to \$14.

### HAY MARKET FIRMER

The Mullally Hay and Grain Co. of St. Louis, Mo., in a letter of July 11 says: "Receipts during the past week were very small being 174 cars in and the demand is better particularly so for No. 1 and choice hay both old and new. There were a great many cars of new timothy on the market the past week and pleased to say that the most of the new hay is in good condition. Buyers bought freely at the prevailing prices causing a good movement leaving our market well cleaned up on the medium and low grades and bare of the best grades of all kinds of hay and we advise prompt shipments. Clover hay is in light offerings and the demand right good for No. 1 and choice both old and new. Very little clover arrived during the week and our market is practically bare at the close today with the trade unsupplied with the best grades of clover. Choice old clover, if offered, would sell at \$30 per ton, No. 1 old and new clover is worth from \$27 to \$28 per ton. Heavy clover mixed is ranging in price from \$24 to \$27 per ton.

"Prairie hay is ruling firm, offerings light with a good inquiry for No. 1 and choice, fair demand for the lower grades. There has been very little prairie coming in and our market at present is practically bare of all grades. Alfalfa hay is in light offerings and demand good for No. 1 and choice green hay, fair demand for medium grades though not much inquiry for low grades. Choice green is worth from \$30 to \$31 per ton, No. 1 from \$29 to \$30, standard is worth from \$27 to \$28.50 and lower grades are ranging in price all the way from \$15 to \$25. Straw is in light offerings and demand good at \$9 per ton. Our market in the near future will depend a great deal on the condition of the weather. If we should get continued fine weather as we have had for some time past, receipts of new hay would increase some, but if we should get showery weather the receipts will be light and prices will rule higher. Our market is in good condition for fresh arrivals and we advise prompt shipments."

The feed and flour business of Sam Antonoff at Bruce, Wis., has been closed.

An addition is being built to the Sunnyside (Wash.) plant of the Falls City Mill & Feed Com-

pany. It will be used exclusively as a hay shed and will be equipped with new cutters.

The Coventry-Glenz Company of Olney, Ill., will conduct a business handling feedingstuffs, flour, etc.

The Tyrrell Feed Company has been incorporated at Nichols, Tioga County, N. Y., capitalized at \$75,000.

The feed and coal business of Grubb & Son at Enid, Okla., has been sold to C. W. Pittman and John E. Dosney.

R. S. Binger's interests in the Wadsworth (Ohio) Feed & Supply Company has been purchased by J. H. Door. He is now sole owner.

Matt Voelker's warehouse at Waterloo, Wis., has been purchased by Albert Skalitsky. He will conduct a feed and commission business.

The feed, flour and twine business of the Spring Valley (Wis.) Co-operative Association has been closed down by the stockholders of the firm.

Eugene S. Adkins, H. H. Ogden and T. L. Snodgrass have incorporated at Muskogee, Okla., as the Adkins Hay Company. Its capital stock is \$25,000.

A steel storage house is being erected at Buffalo, N. Y., for the Farmers Feed Company. This will give them larger handling facilities and will cost \$5,000.

The feed business and warehouse of Fred Schriber at Colfax, Wash., has been sold by him to C. W. McFarland of Palouse.

The Martin Calf Feed Company has been incorporated at Mineral Point, Wis., capitalized at \$75,000. It has been operated by John C. Martin Company for a number of years.

The Chicago Supply Company of Chicago, Ill., has purchased the feed business of the L. A. Todd Company at Ottawa, Ill. Mr. Todd will travel for the Park & Pollard Company of Chicago.

## IN THE COURTS

Creditors of the Hey Bros., dealers of grain and feed located in Chicago, Ill., have filed an involuntary petition in bankruptcy against that firm. The claims amounted to \$5,600.

Jos. Kieserman of Philadelphia is defendant in suit filed by A. White & Son. Plaintiffs have filed a statement of claim in the Common Pleas Court to recover \$1,000 due for hay and feed.

A deed of assignment has been filed by owners of the Queen City Flour & Feed Company of Ironton, Ohio. I. R. Blanton and John H. Blanton are the owners. Assets were \$16,000, against liabilities of \$20,000.

The Western States Grain & Feed Company, Inc., of New York City, has made an assignment to Alexander S. Marcmon. The company was incorporated in 1916 and has for its president Stella J. Marks.

A fine of \$100 was imposed on the Milwaukee Grains & Feed Company of Milwaukee, Wis., for the improper labeling of feedstuffs. A charge of selling feedstuffs without a proper license was dismissed.

The Ohio Hay & Grain Company of Findlay, Ohio, was refused the damages awarded by verdict a year ago in the Common Pleas Court. The grain firm had sued the Chicago, Cincinnati, Cleveland and St. Louis Railroad for \$531.15 with interest from March 24, 1913, as damages for loss incurred on a carload of wheat during the 1913 flood.

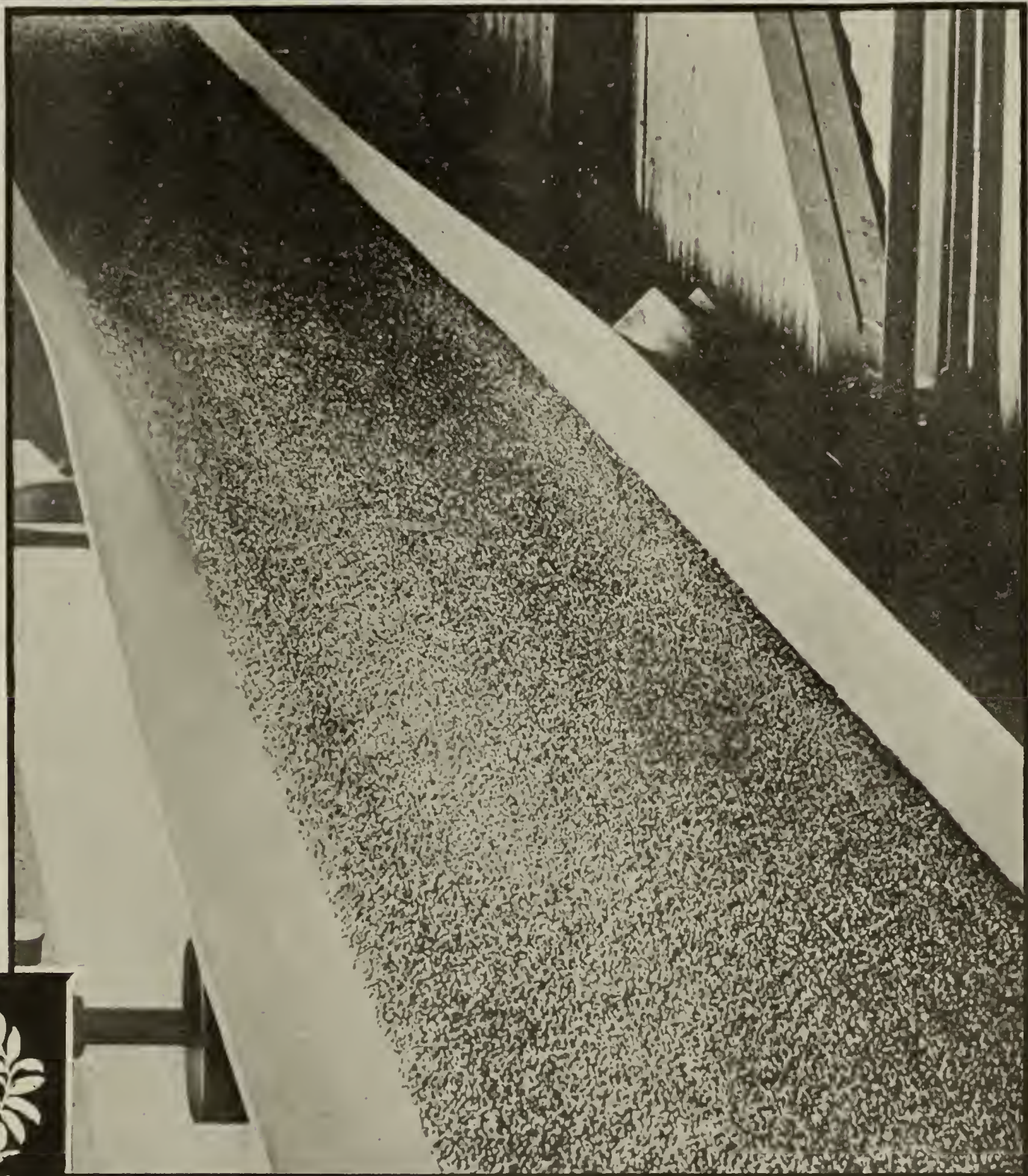
The Western Union Telegraph Company is defendant in a \$3,519 suit filed by the Van Dusen-Harrington Company of Minneapolis. This amount the grain firm claims because of loss incurred by fake telegrams which it received from Josephine, N. D., where it owns and operates an elevator as the Farmers Grain & Fuel Company. In September, 1916, a number of telegrams were received by the commission house instructing it to enter into transactions involving 89,000 bushels grain. Afterwards it was found that the elevator company at Josephine did not send these and the Van Dusen firm holds the telegraph company liable. The names of the parties sending the messages are unknown.

The Price Grain Company is defendant in suit filed in the Common Pleas Court by the A. C. Gale Grain Company of Cincinnati, Ohio. The Price company is located at Richmond. The plaintiffs seek to recover the sum of \$424.18. They contracted for delivery of one car of wheat from the Price company at a contract price of \$2.42 per bushel. The Gale company contracted with other parties for the said amount of wheat in anticipation of this delivery and when the Price firm failed to deliver was obliged to go into the open market and purchase the wheat, paying \$2.75 for it. E. C. Price is named as defendant it being claimed in the complaint that he operates the Price Grain Company.

A	<b>ALFALFA</b>	A
L	We are the Largest Distributors	L
F	of ALFALFA in	F
A	GREATER NEW YORK	A
L	Shippers who have Alfalfa Hay to dispose of, if they will	L
F	communicate with us we will provide a satisfactory outlet.	F
A	<b>ALFALFA</b>	A
A	W. D. Power & Co., 12-15 N. Y. Hay Exchange	A
	NEW YORK	



# GOODRICH "CARIGRAIN" BELT



This represents the highest development of Conveyor Belt for Grain handling. Its extreme toughness and flexibility, perfect adaptability for use with troughed or flat idlers, and its remarkable long-ageing qualities make "CARIGRAIN" a profitable purchase that will "carry-on" with almost indefinite persistence. Write us today.

THE B. F. GOODRICH RUBBER COMPANY, The City of Goodrich—Akron, Ohio



## FIELD SEEDS

## FILLING THE SEED DEMAND IN MISSOURI

The seed business in America along certain lines has always been on a very substantial basis. Certain seeds, however, have heretofore been obtained from abroad, some no doubt will always have to be imported, but there is no question but that the development of seed production and distribution will be marked in the next few years.

Missouri raised about everything that grows, so that when the Tuckers' Seed House was built at Carthage, Mo., two years ago, the firm had in mind the present very considerable needs of the state as well as the certain growth of the industry in the future. The house is well equipped for both pres-

to the extent of a full co-operation with state agencies interested in the proper regulation and handling of the seed business.

"As the seed trade is an institution which is necessary in the conduct of our agricultural operations, it is desirable that any legislation or control that is proposed should recognize all of the facts which enter into the conduct of the seed business, as well as the necessary protection of the purchaser of seed.

"Seed legislation has certain objects in view, some of which follow:

"(a) To protect the purchaser against misrepresentation regarding the seeds purchased.

"(b) To prevent the distribution and spread of



TUCKERS' SEED HOUSE, CARTHAGE, MO.

ent and future. It is operated independently of the large warehouse on the Frisco Railroad tracks, and has its own sidetrack to the door.

The building is two stories above ground with a full basement, which has a concrete floor and plenty of light, so that there are really three full operating floors 50x110 feet in size. It is of heavy mill construction with double hard maple floors.

The interior is arranged so that each department is by itself, but the excellent arrangement of elevators and spouting makes it possible to handle mixed orders with the greatest rapidity.

The cleaning plant, which is very completely equipped, is motor driven. Upon unloading a car of seed or grain it is dumped into the receiving bin, goes through the cleaners, and can be turned into any one of the several bins or sacked off on any of the three floors, thus handling it with the least possible expense or loss of time. All the bins are hopped bottom with sack spout attached.

Besides the cleaners, the machinery equipment consists of a power sheller; a feed grinder; freight elevator; and this summer rolls will be installed for grinding chick feed.

The firm handles seed of timothy, red top, orchard grass, blue grass, clovers, cane, millets, kaffir and stock peas, and in addition carries a full line of poultry supplies, bee keepers' supplies, fertilizers and stock foods. J. W. Tucker is president; C. J. Tucker, secretary and treasurer, and E. J. Tucker, general manager.

OBJECTS OF SEED CONTROL  
LEGISLATION

At the recent seedsmen's convention in Chicago W. A. Wheeler, in charge of the Seed Reporting Service of the Bureau of Markets, delivered an excellent address on the subject of "Seed Control." Among other things, Mr. Wheeler said:

"Seed legislation has ordinarily been looked upon as a protection to the consumer against unscrupulous methods of unreliable or dishonest seedsmen. Much of the legislation that has been proposed has been approached from this angle, and has been drastic in its provision. It has been destructive in many ways instead of constructive. Because of this characteristic of early seed legislation, the seed trade in the past has generally assumed an antagonistic attitude toward seed legislation. Through the efforts and influence of a large number of the better class of seedsmen in recent years, this attitude is gradually changing from one of strict opposition to all legislation, to one of tolerance of the more reasonable legislation and in some cases even

noxious weeds through the sale of agricultural seeds.

"(c) To stimulate the sale and use of strictly high-grade seeds.

"(d) To provide systems of merchandising that will assure protection to the purchaser without incurring unreasonable or injurious hardships on the dealer.

"(e) To assure the reliable seedsman who is doing a strictly legitimate seed business the necessary protection from the acts of unscrupulous dealer.

"(f) To provide for the adoption of standards of nomenclature and terminology in order to obtain simplicity and accuracy in seed merchandising.

"The legislation in the past has in most cases attempted to cover the first three of these purposes, but has ignored to a large extent the last three, or whenever an attempt has been made to protect the seedsman in his business, this has been obtained by sacrificing in a measure the protection given to the customer."

## SEEDS DULL IN NEW YORK

BY C. K. TRAFTON

Seasonable dullness has prevailed during the month in practically all departments of the New York market for seeds. The majority of dealers have displayed extreme indifference toward practically all varieties, and hence the nominal prices quoted last month are repeated in most cases. On the other hand, there have been unusual developments in some lines which have aroused considerable interest and caused some variation in prices, accompanied with rather more activity than generally witnessed at this time.

The arrival of moderate quantities of several descriptions from Europe was the most interesting feature and served for a time to cause a slightly easier feeling, although the amounts involved were too small to affect the market materially or permanently. Still, the mere fact that Europe had some seeds to spare for shipment, in the face of the general opinion to the contrary, was enough to create considerable unsettlement and uncertainty.

Prices for red clover have undergone no change of moment, although some dealers report a good demand for summer sowing. As our crop has been practically cleaned up, the arrivals from Italy were in good demand. Arrivals for the month were about 2,900 bags, a small proportion coming from France.

Old crop seed in France is entirely cleaned up and the Italian market is said to be running bare, lots offered a month ago being virtually withdrawn. Some of these were available originally at 35 cents c. i. f. New York, but the price now is about 38

cents. As the weather has been generally good and no serious damage was reported, it is the general opinion that our crop will be a good one. Of course, whether farmers cut for hay or for seed depends upon the prices ruling for the former.

Prices for alsike are wholly nominal, as there is virtually nothing left, its use as a substitute for red clover having been remarkably heavy. Thus far the new crop outlook is said to be favorable, but it is the general idea that it will be quickly absorbed by local and foreign buyers, as there will be no carryover to depend upon. A good export demand is expected as soon as peace-time relations are fully restored.

According to some local dealers, alsike is a better proposition than red clover, considering the difference in price. A lot of about 60 bags recently returned from Great Britain sold readily at prices materially higher than those quoted by the British dealers to whom they had been consigned. There has been a fair domestic business in timothy, but foreign interest has not developed as yet. Prices eased off slightly toward the end of June, but most of the time they were fairly well sustained, largely in hopes of a brisk foreign demand following the signing of the treaty.

Stocks have been cut down somewhat, being about 100,000 bags. While this carryover will be in excess of home requirements, it will speedily disappear in case the European inquiry improves as generally expected. It is thought that the new crop will be of good average volume, despite predictions of a rather disappointing outturn in parts of the Northwest. Of course, farmers will figure closely, and if the price of hay remains attractively high they will not let their crops run to seed.

Earlier estimates of a crop loss of about 60 per cent in the big crimson clover sections of Tennessee have been confirmed by threshing returns, the heads in many cases being only one-third full. Hence many acres yield only four bushels, compared with early estimates of seven or eight. In addition, much discoloration is complained of; it is said that farmers have agreed not to accept less than \$12.50 per bushel for uncleaned seed at shipping points, to which must be added approximately 80 cents for cleaning.

The bulk of the month's arrivals from France were said to be of unusually bright color. In fact, the French crop is said to be about the brightest in the past six years. Indications are that buyers with requirements still uncovered will have to pay farmers' prices if they want to get seed in time for sowing, as practically all the French purchases have arrived and were quickly distributed. Moreover, it is believed that France has little, if any, more available, as it has become difficult to contract for fresh shipments. Spot lots have been sold between 16 and 17 cents per pound, and as soon as these have been exhausted, farmers expect to command the price they have fixed, about 21½ cents.

Offerings of domestic alfalfa seed have been seriously deficient and the price has advanced about one cent in the month; the spot quotation now ranging from 22 to 24 cents. About 1,775 bags arrived from Italy during the month, making a total of about 3,000 since April. This seed was of excellent quality and has sold readily at about 20½ cents for summer feed, although there has been no buying for carryover. Although some importers think that Italy has more to sell, offerings are scarce, which is ascribed to reports that the new crop is a failure.

Advices from the West indicate that farmers who have recently been forced to pay \$40 to \$45 per ton for hay which they sold much cheaper early in the season are anxious to avoid a similar experience this year. Hence many of them cut the first alfalfa crop for hay and will do likewise with the second crop. The tight local situation in sunflower seed has been relieved somewhat, but without any important price change, by the arrival of small quantities of excellent seed from Argentina. Sales of gray stripe were made at about 13½ cents per pound, but conservative dealers believe that the previous level of 17 cents will be re-established after the foreign arrivals of gray stripe seed have been distributed.

There has been no life in the rape seed market, holders being extremely reluctant to let go of their meager stocks. No purchases of moment have been made in the Orient, owing to the great shortage there. The price is about 9¼ cents c. i. f. New York, for July-August shipment, without guarantee of shipment.

VEGETABLE SEED ACREAGE SURVEY  
BEING MADE BY THE GOVERNMENT

The Seed Reporting Service of the Bureau of Markets is now engaged in conducting a vegetable seed survey in addition to the usual general seed survey. This survey is entitled the "Vegetable Seed Acreage Survey." Those who are required to report include all commercial seed growers and also all seed farmers who grow vegetable seeds without previous arrangement or understanding as to sale or disposition of their product.



# Now 2 Sturdy Ankorite Types

TO the popular angle steel post, which has proved to be a wonderful money-maker for Ankorite dealers, we've now added another type that gives them one more tremendous advantage in shutting out competition—the Ankorite "T" post.

It is of the same sturdy construction as the angle post; flexible under strain, but always springs back into place. It has the famous Patented Crimped Anchor that makes the Ankorite the choice of every fence post buyer who has an opportunity to compare it with other steel posts.

No special fasteners to bother with—Ankorite Posts are provided with slots for fastening the wire with ORDINARY STAPLES.

Show your prospects these springy, rail steel Ankorite Posts and let them take their choice. Get in your order now for a shipment of each—THIS IS THE TIME TO HAVE THEM WORKING FOR YOU.

## Get The Facts About This Hard-Hitting Sales Plan

It's a plan by which we'll go after your prospects from every conceivable angle with a series of straight-from-the-shoulder order-clinching letters, folders, farm paper and local newspaper ads. We'll guarantee to get customers into your store if you'll sell them the posts!

The plan is costing us thousands of dollars—it's free to you if you'll use it.

Want the new price list? A postcard or letter will bring it by return mail.

Patented  
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**Calumet Steel Co.** 208 So. La Salle St.,  
Dept. - - Chicago

## This Official Brown-Duvel Moisture Tester FOR GRAIN, SEED, FLOUR, FEED, Etc. Guaranteed true to Government Specifications



Price, including all accessories.

1 Flask .....	\$25.00	Less	For alcohol,
2 Flasks .....	40.00	a	electricity
4 Flasks .....	65.00	Discount	or gas
6 Flasks .....	90.00	(say which)	

Includes self measuring oil faucet and strainer tank. Our new electric heaters are regulated by thumb screw, same as a lamp.

We supply also all apparatus for grain inspection and grading, dockage sieves and scales, bushelweight testers and funnels, sample containers, grain probes or triers, etc., etc. Write for booklet.

Hess Warming & Ventilating Co. 1210 TACOMA BUILDING Chicago

The Official Brown-Duvel Moisture Tester for Electricity

# HESS DRIERS For Grain and Seed. Are Used Everywhere



## FIELD SEEDS

(Continued from Page 68)

### NEW MISSOURI SEED LAW

Governor Gardner of Missouri has signed the Farris-Viles-Glick Seed Bill, which will go into effect January 1, 1920.

This act, which is the "Uniform Seed Law" (with only two important changes) covers practically all farm seeds which are sold, offered or exposed for sale within the state of Missouri for seeding purposes within this state.

This new seed law applies to all sales of 10 pounds or over. On certain small grass seed mixtures the rules apply to a half-pound of seed. Mixtures come under the law, with special regulations. It requires the label on the sack to show the percentage of germination, and the date when tested. The label must also show the percentage of purity or freedom from weed seeds and dead matter, and the percentage by weight of weed seeds, and the name and number of the seeds of quack-grass, doddies, Russian thistle, wild carrot, sorrels, docks, wild onion, buck-horn and other varieties of plantain, if present in excess of the amount named in the law. Sale of seed containing Canada thistle is absolutely forbidden.

Further the new law requires the label to show the name of the state or country where seed was grown; if unknown where grown, a statement must be made to that effect. A farmer or grower can sell seed on his own premises without testing and labeling. However, he cannot advertise seeds for sale, nor ship same, nor make representations as to quality, except as he meets the requirements of the law. This is equally fair to farmer and merchant, in that a farmer cannot become a local seedsman without obeying the law. Seed sold for food purposes, sold to merchants to be recleaned before being offered for seeding purposes, or when stored for recleaning or not offered for sale for seeding purposes, do not come under the law. The State Board of Agriculture will be the administrator of this new Act.

W. B. Weekes is the new manager of the W. B. Weekes Seed Company of Omaha, Neb.

A new seed house is being constructed at Roland, Iowa, for the Skrommal Seed Company.

The Broatch Seed Company, Ltd., of Moose Jaw, Sask., has been incorporated with stock of \$10,000.

A new warehouse, 90x160 feet is being erected at Hamilton, Mont., for the Great Western Seed Company.

Otto Schwill & Co. of Memphis, Tenn., has reorganized into Otto Schwill Company, Seedsmen, Inc. John Ross is president; Louis Burchart, first vice-president.

A factory building and office at Fostoria, Ohio, has been purchased by the A. C. Hoyt Grain Company which will engage in the seed business.

Incorporation papers have been filed by the J. W. Jung Seed Company of Randolph, Wis. The company is capitalized at \$35,000. The firm will take over the business formerly conducted by J. W. Jung.

Donald K. Belt, Clifton S. Brown and W. H. G. Belt have incorporated at Baltimore, Md., as the Belt Seed Company. The capital stock of the firm is \$100,000. The company will engage in the wholesale grass and field seed business.

Capitalized at \$10,000, the firm of Ed. F. Mangelsdorf & Bro. was incorporated at St. Louis, Mo., to handle seed. Edward F. Mangelsdorf, formerly with the Mangelsdorf Seed Company, and Albert H. Mangelsdorf are interested.

A new warehouse is to be built at Seattle, Wash., for the Woodruff-Boyce Seed Company. It will be of frame construction, one story in height, 185x60 feet, with three stories 60x40 feet, the latter to be used as a seed cleaning department.

## Grain and Seeds

### SCREENINGS WANTED

Screenings from corn, barley, wheat.

Oat clip, elevator dust, seed screenings.

We buy bulk or sacked.

Send average sample and quote delivered price.

GEORGE B. MATTHEWS & SONS, 412-430 S. Front St., New Orleans, La.

REGISTERED BRANDS



### MINNEAPOLIS SEED CO.

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS  
OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS

ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.

SEED ELEVATOR & WAREHOUSES: 34TH TO 35TH STS. & R. R. AVE. SO.  
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.  
MINNEAPOLIS, MINN.

The president of the New York Stock Exchange has appointed the following men to serve on the Exchange's Committee on Seeds: William Jascot, chairman; Marshall H. Duryea, Ernst Wehnke, O. W. F. Randolph and Chas. Wimmer.

The Northwest Seed Company of which Hugo Schuett is president, located at Seattle, Wash., is planning upon the installation of modern cleaning machinery during the month. The company deals in garden and field seeds on a wholesale basis exclusively.

According to an announcement made by Prof. J. F. Cox, head of the Farm Crops Department at the Michigan Agricultural College, Michigan-grown alfalfa seed is appearing on the market for the first time since the introduction of that crop into the state. Hitherto seed imported from other states has been used in raising alfalfa in the state of Michigan.

We Buy Carlots

**TIMOTHY  
RED TOP  
RED CLOVER  
SUNFLOWER  
MILLET**

Send us your samples

WE IMPORT AND EXPORT

**I. L. RADWANER SEED CO.**  
NEW YORK, U. S. A.

**White Clover  
Orchard Grass  
Tall Meadow Oat Grass  
Rye Grass**

**WM. G. SCARLETT & Co.**  
BALTIMORE, MD.

## SEEDS

Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St. SAINT LOUIS

## A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

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Track Warehouse: S. W. Cor. Collins and Biddle

## KELLOGG SEED CO.

186-194 FLORIDA STREET : MILWAUKEE, WIS.

**CLOVER, TIMOTHY  
:: GRASS, SEEDS ::**

Please Figure with Us, when you wish to Buy or Sell

# SEED

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO



## WHAT NAILS TO USE

There are often odd jobs of carpentry or millwrighting to do around an elevator which require nails, and considerable waste is sometimes seen in the use of too large nails or in the purchase of too many for the work in hand.

F. P. Goeder of the Colorado Agricultural College has listed the various nails and their size and number to the pound, a list which may be found useful. Nails are bought by the pound according to the "penny," d.

Size	Length in inches	Diam. in inches	Nearest B & S Gage	No. to the pound
2 d	1	.07	13	876
3 d	1 1/4	.08	12	568
4 d	1 1/2	.10	10	316
5 d	1 3/4	.10	10	271
6 d	2	.11	9	181
7 d	2 1/4	.11	9	161
8 d	2 1/2	.13	8	108
9 d	2 3/4	.13	8	96
10 d	3	.15	7	69
12 d	3 1/4	.15	7	63
16 d	3 1/2	.16	6	49
20 d	4	.19	6	31
30 d	4 1/2	.21	4	24
40 d	5	.23	3	18
50 d	5 1/2	.24	2	14
60 d	6	.26	2	11

**For Sale**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

## FOR SALE

Grain elevator for sale. Also three fine business lots and 40-acre farm with fine residence. E. HAUTERBROOK, Green Bay, Wis.

## FOR SALE

Part interest in a few elevators in Barton, the banner wheat county of Kansas. Crops immense. 515 NEW ENGLAND BUILDING, Topeka, Kan.

## FOR SALE

A 75-barrel flour mill and 10,000-bushel elevator attached. Everything in good condition. Crop good. For description and price, address W. M. CHELF, Leoti, Kan.

## FOR SALE

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

## FOR SALE

A 30,000-bushel elevator in first-class condition. Price, \$5,000. HAIGHT LUMBER & MACHINERY COMPANY, Mandan, N. D.

## MACHINERY

## FOR SALE

A 40-horsepower Gem City Steam Boiler, used two years. Ohio regulation test. W. H. HILL, Jenera, Ohio.

## FOR SALE

One single stand 6x8 Allis Rolls, in first-class condition. BOONVILLE MILLING COMPANY, Boonville, Ind.

## BAGS

## BAGS—BAGGING—BURLAP

Second-hand bags for all purposes. Offices: New York, Pittsburgh and Utica. UTICA BAG & BURLAP COMPANY, 438-40 Whitesboro St., Utica, N. Y.

## FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

**Miscellaneous  
Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## FOR SALE

Underwood Typewriters, \$50; Burroughs Adding Machines, \$110; new \$35 check writers, \$20. Liberty Bonds accepted. Shipped on approval. MEIER SEED COMPANY, Russell, Kan.

## FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

BETTER PAINT PROTECTION AT  
LESS COST

lower cost. The high labor cost of repainting is saved.

## DIXON'S SILICA GRAPHITE PAINT

will lower your paint costs and give better protection at the same time. A naturally combined pigment-flake silica-graphite and pure boiled linseed oil. Dixon's Silica-Graphite Paint has been made for over fifty years in First Quality only. Write for Booklet No. 17-B and learn how you can lower your paint costs.

Made in Jersey City, N. J., by the JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

Paint economy is the length of service given and not the price per gallon paid. Cheap paints are more expensive because they do not last and necessitate frequent repainting. Long service paint because of its better protective qualities makes frequent painting unnecessary and thus gives better protection at

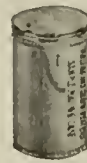
## SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

## COLUMBIA SCALE CO.

2439 N. Crawford Ave.

CHICAGO, ILL.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.

## LEATHER RUBBER BELTING CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

TEUSCHER & SON MACHINERY  
SUPPLY CO.

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St. Louis, Mo.

Send for No. 18-L Bargain Book

## Robinson Telegraphic Cipher

Revised Edition

Cloth Binding . . . . . \$1.50

Leather Binding . . . . . 2.00

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930 West 19th Place, Chicago

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## FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

## Corrugated Iron and

## Metal Roofing

## For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

Spear Grain and Flour  
SAMPLE ENVELOPE

FOR

## Mailing Service

WRITE FOR SAMPLES

## HEYWOOD MFG. COMPANY

MANUFACTURERS OF

ENVELOPES, CEREAL CARTONS, GENERAL PRINTERS

424 No. 3rd St.

Minneapolis, Minn.

## UNIVERSAL GRAIN CODE

FOR USE OF

## GRAIN and MILLING TRADES

MITCHELL BROS. PUBLISHING CO.,

Its 146 pages Contain 13,745 Expressions, Printed on Policy-Bond Paper, and Bound in Black Flexible Leather—Size 7x4 1/2 inches. . . . . Price \$3.00

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TRADE**

**PEORIA**

**GRAIN  
RECEIVERS**

**CONSIGN YOUR  
GRAIN TO**

**WARREN COMMISSION CO.**

If you prefer to sell to arrive, wire or telephone for bids.

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T. A. GRIER, Pres. J. A. WARING, Sec.  
E. V. MALTBY, Vice-Pres. SAMUEL THOMAS, Treas.

**T. A. GRIER & CO.**

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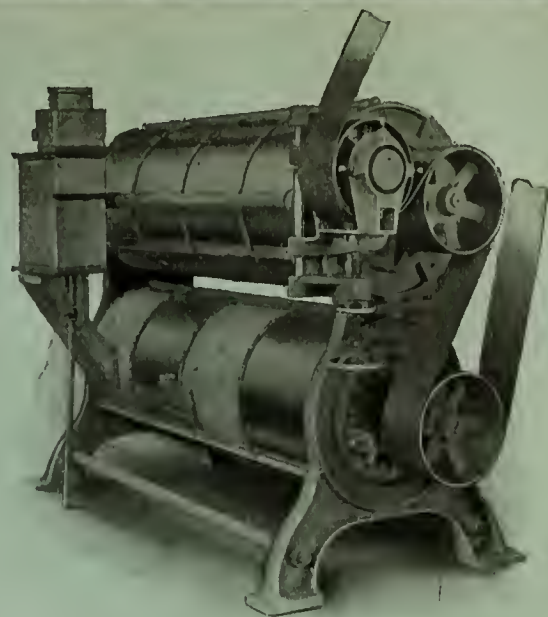
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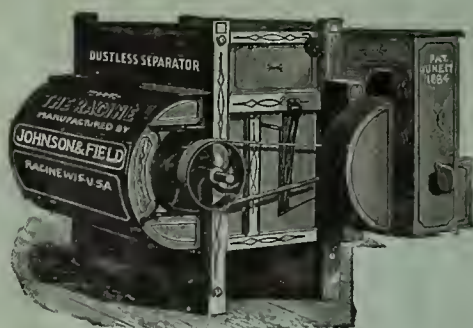
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